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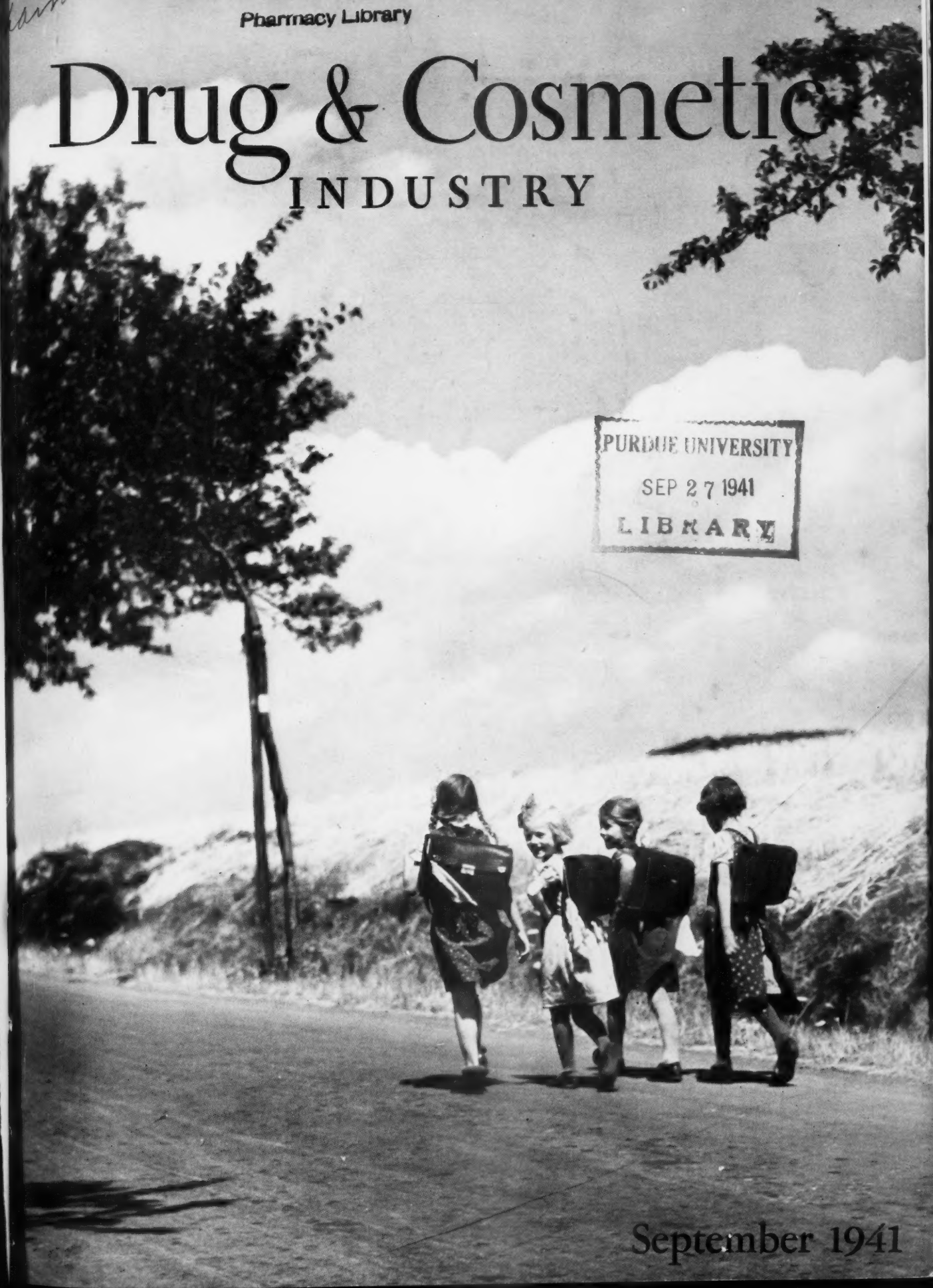
Drug & Cosmetic INDUSTRY



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The SNOW TOP trade-mark is more than just an identifying name; it is your guarantee of the highest quality Precipitated Chalk . . . in uniformity, color, purity, cleanliness, physical character, freedom from grit, absorptive properties and binding power. If you manufacture dentifrices, pharmaceuticals, anti-acid tablets or cosmetics requiring Precipitated Chalk, one of our five standard grades may suit your purpose or we can manufacture to your specification requirements.

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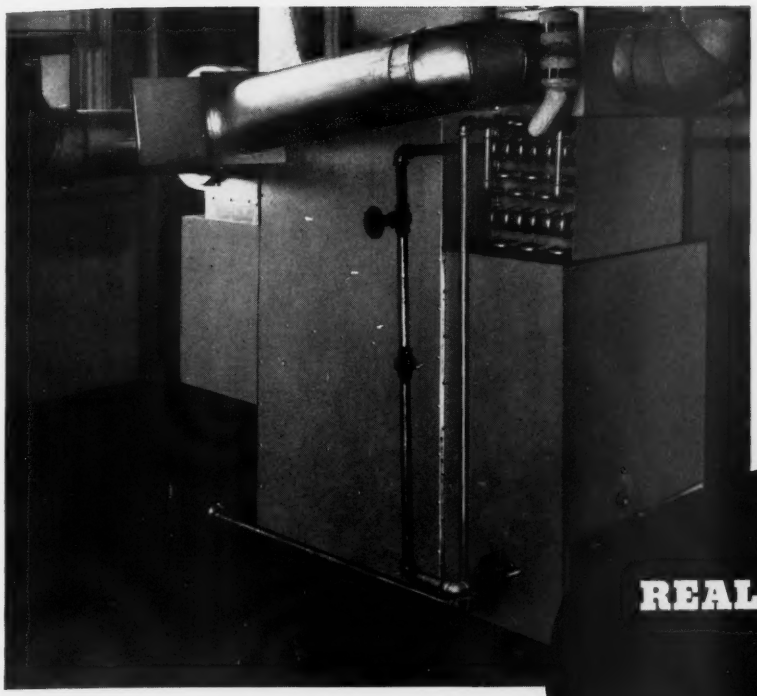

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Drug & Cosmetic INDUSTRY

SEPTEMBER 1941

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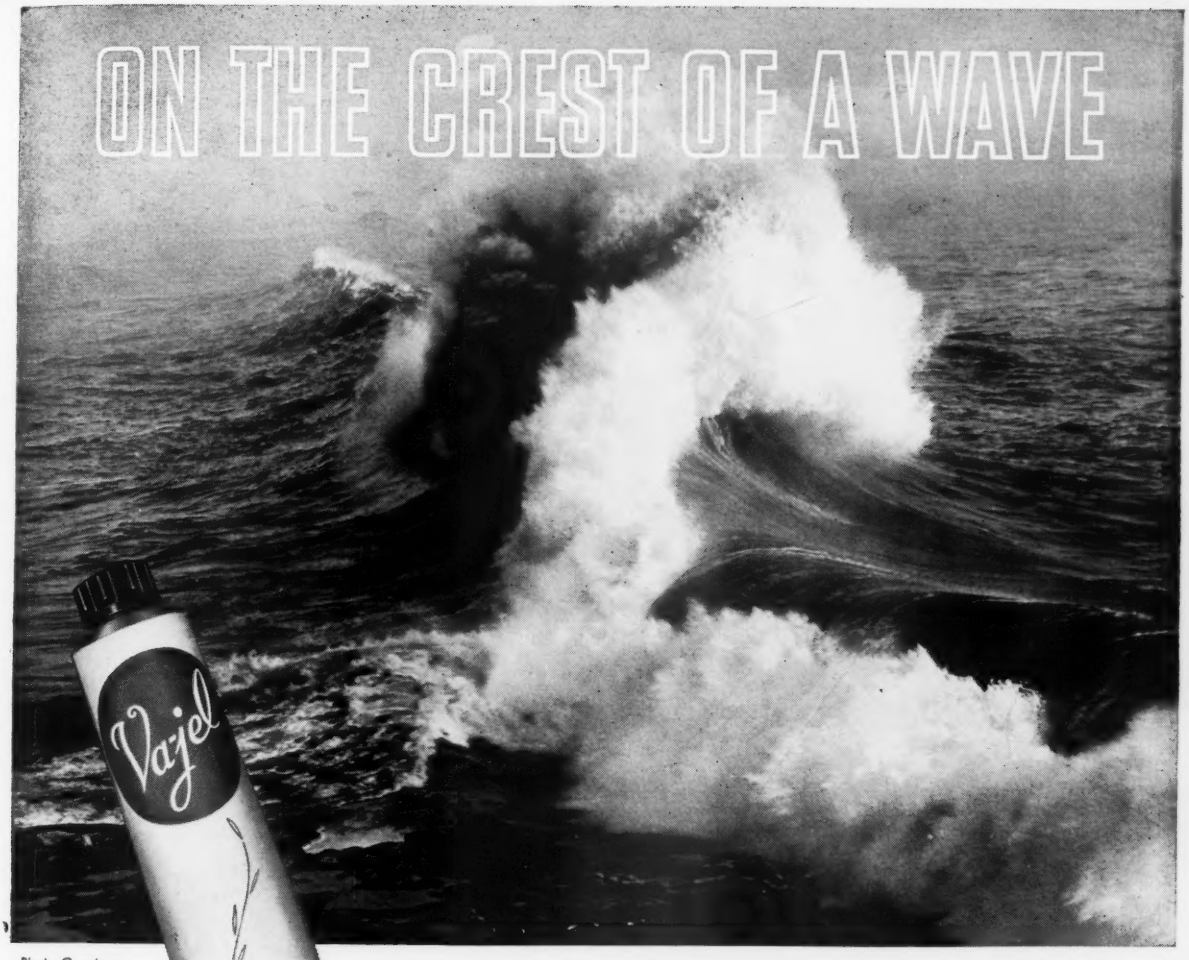

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Producers and manufacturers of metals and metal products are riding on the crest of a buying wave which will, perhaps, be unequalled in the history of the industry. Already delayed deliveries are causing serious production bottlenecks in many metal working plants, and prices surging upward seem to be the order of the day.

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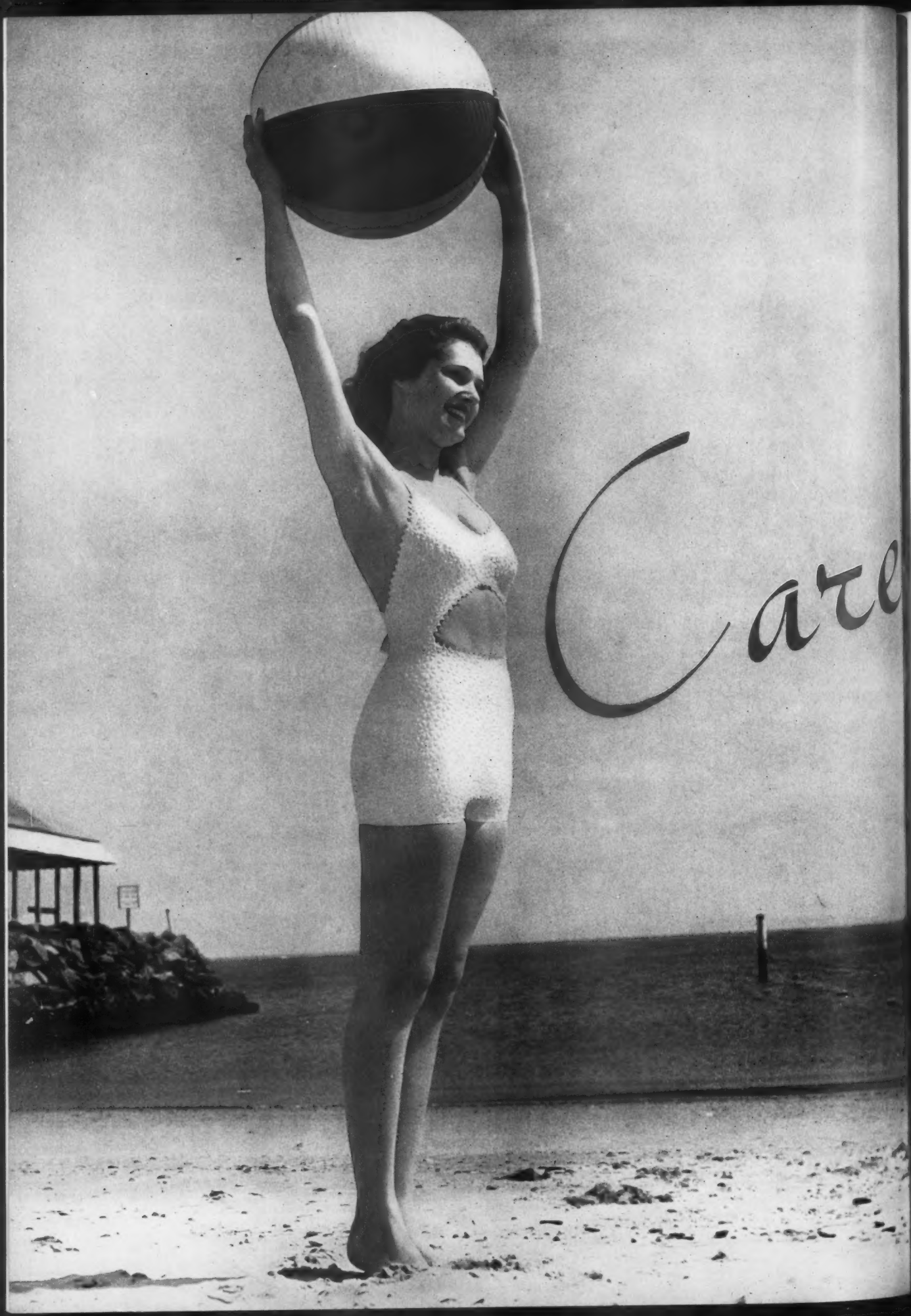
Care

A MESSAGE particularly addressed to those cosmetic manufacturers contemplating a new product, a new styling and those troubled about supplies.

free

Since the supplies of numerous perfume materials have been seriously affected by the distortion of normal business throughout the World today, many perfume formulas have already been revised, and further revision seems inevitable as the situation daily becomes more acute. . . . There are many thousands of excellent aromatic oils and chemicals of domestic and pan-american origin whose supply will, in all probability, remain unaffected. . . . Utilizing these materials, our perfumers have created a series of scents of excellent quality. By using these perfumes the care and worry of shipments delayed and blockades enforced, are reduced to a minimum.

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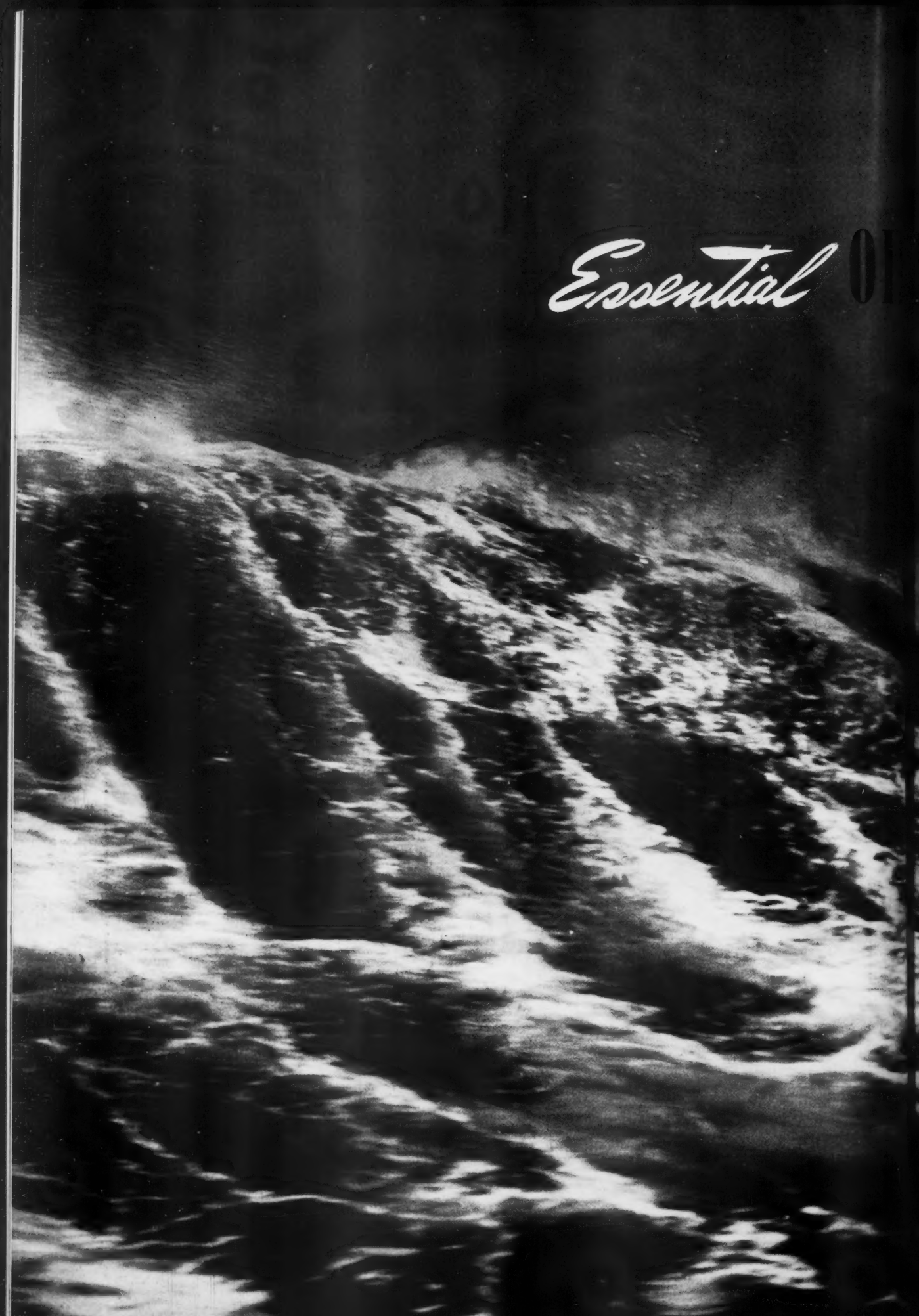
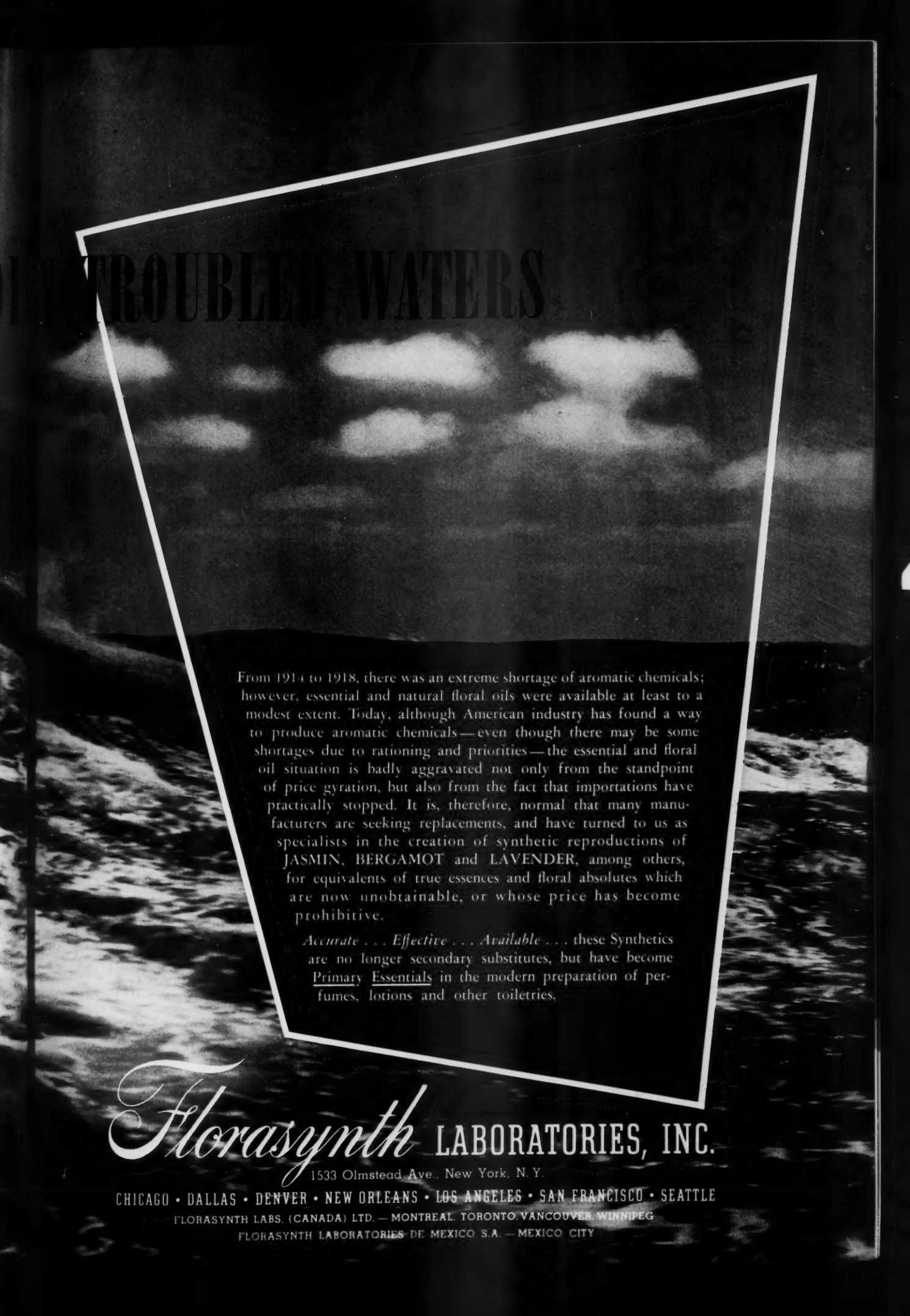

Essential



From 1914 to 1918, there was an extreme shortage of aromatic chemicals; however, essential and natural floral oils were available at least to a modest extent. Today, although American industry has found a way to produce aromatic chemicals — even though there may be some shortages due to rationing and priorities — the essential and floral oil situation is badly aggravated not only from the standpoint of price gyration, but also from the fact that importations have practically stopped. It is, therefore, normal that many manufacturers are seeking replacements, and have turned to us as specialists in the creation of synthetic reproductions of JASMIN, BERGAMOT and LAVENDER, among others, for equivalents of true essences and floral absolutes which are now unobtainable, or whose price has become prohibitive.

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Labdanum Oil
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Cystus Oil
Mousse de Chene Concrete
Neroli Oil Bigarade
Dalmatian Sage
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AMERICAN EXECUTIVE OFFICES

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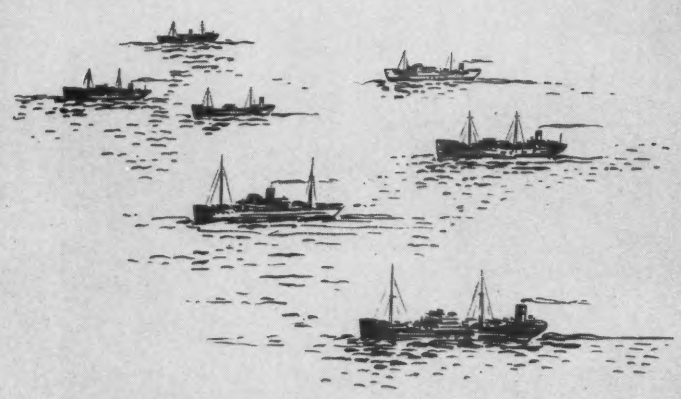
In spite of this

BUSINESS GOES ON!

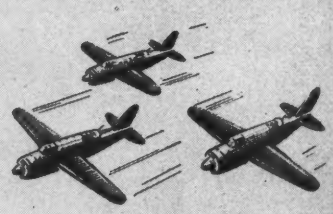


. . . not business as usual—none of us expect that—but as near normal as possible.

DESPITE many unpredictable contingencies, we have been able to set up for our customers a bulwark against a really harmful shortage of materials.

The "STILL AVAILABLE" sign for our extensive line of perfume bases continues to hang high. It means that you can take the worry of an immediate shortage out of your mind and devote it to the more important job of keeping production up to a near normal rate under all existing conditions.

As in previous crises, Dodge & Olcott Company has again surrounded itself with all available knowledge on conditions of production and supply throughout the world's markets, so as to be able to guide its customers to the most profitable use of materials replacing those previously used.



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"If it's to be found anywhere
you will usually find it at
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ESTABLISHED IN 1798

D O D G E &

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More and more manufacturers are adopting the slogan

"Depend on D & O"

and they are not being disappointed

"D & O" Perfume Bases

ready for use,

adapted for all purposes.

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Consult us.

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Specific grades to meet your requirements for

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ROUGE
TABLETS

For over fifty years American chemists and drug and cosmetic manufacturers have learned by experience that they can depend on STURGE STANDARD PRECIPITATED CHALK for *Unfailing Uniformity, Unfailing Quality and Unfailing Deliveries.*

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IT CAN HAPPEN HERE

The counter is the crucial point for every cosmetic manufacturer. It is the spot where the customer buys your products in good faith.

But, will you keep her good will if,—a lipstick she buys is marred or messy; a face powder box carelessly assembled; a face cream jar unevenly filled; or a lotion shows precipitation?

Such things *can* and often *do* happen, with the result that future sales are lost. This is why great care should be exercised in the selection of your manufacturing source for cosmetic specialties. The name ALLIED is your *guarantee* that the products you purchase are worthy of bearing your firm's name; and worthy of your customers' confidence. The name ALLIED means that every item released has undergone a most rigid inspection by highly trained ALLIED inspectors whose skill is characterized by their precise observations of finished products rather than by the number of products passed. Buy ALLIED! *Be sure! Protect customers! Protect* future profits!

LIPSTICKS APLI • ROUGE SUPREME • FACE POWDER APLI • MASCARA APLI • EYE SHADOW APLI
OTHER ALLIED SPECIALTIES: TALCUM POWDERS • DUSTING POWDERS • FACE POWDERS • PERFUMES
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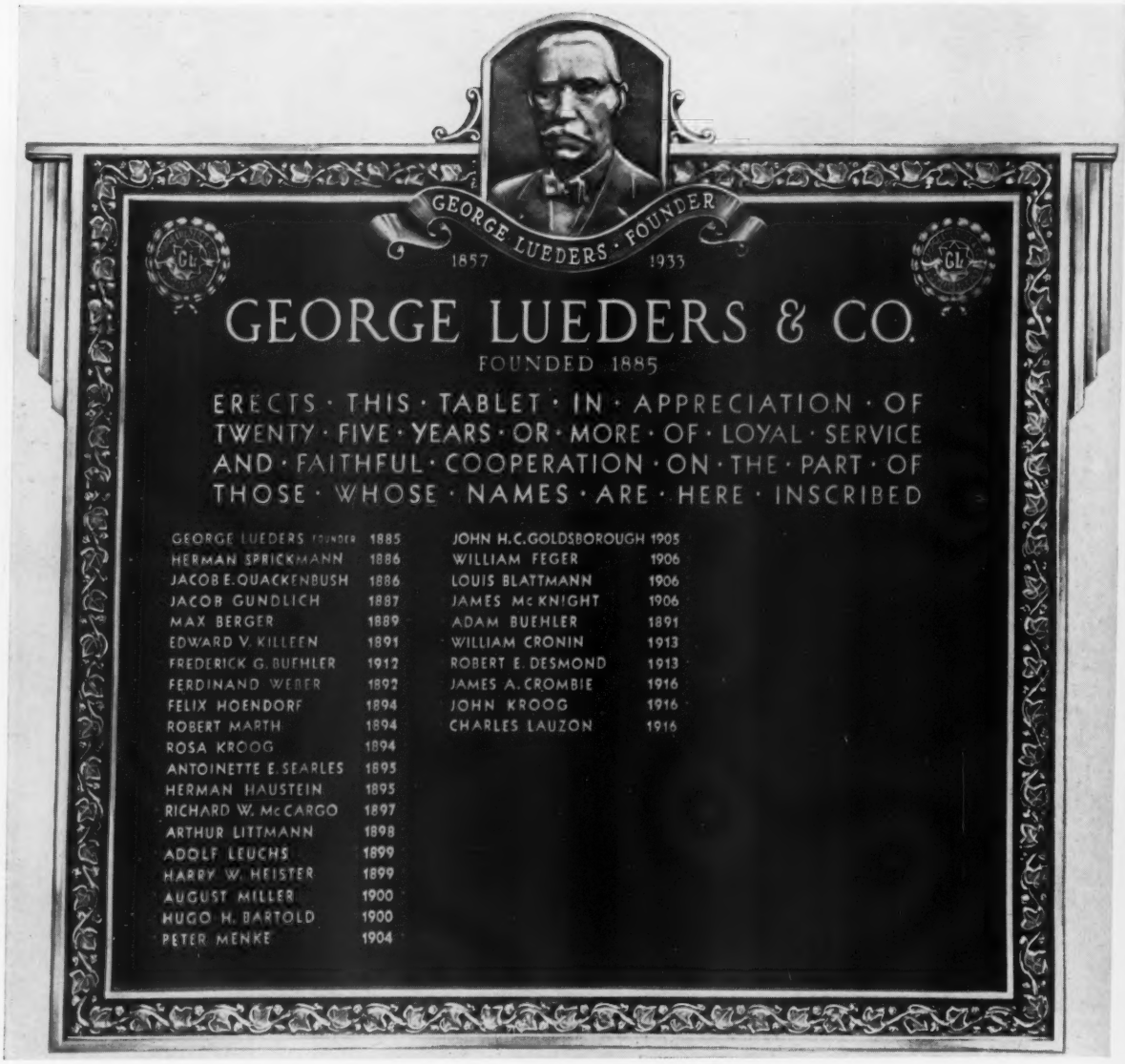
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1857 1933
GEORGE LUEDERS & CO.
FOUNDED 1885
ERECTS · THIS · TABLET · IN · APPRECIATION · OF
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AND · FAITHFUL · COOPERATION · ON · THE · PART · OF
THOSE · WHOSE · NAMES · ARE · HERE · INSCRIBED
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DEDICATED

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REPRESENTATIVES: ST. LOUIS—PHILADELPHIA

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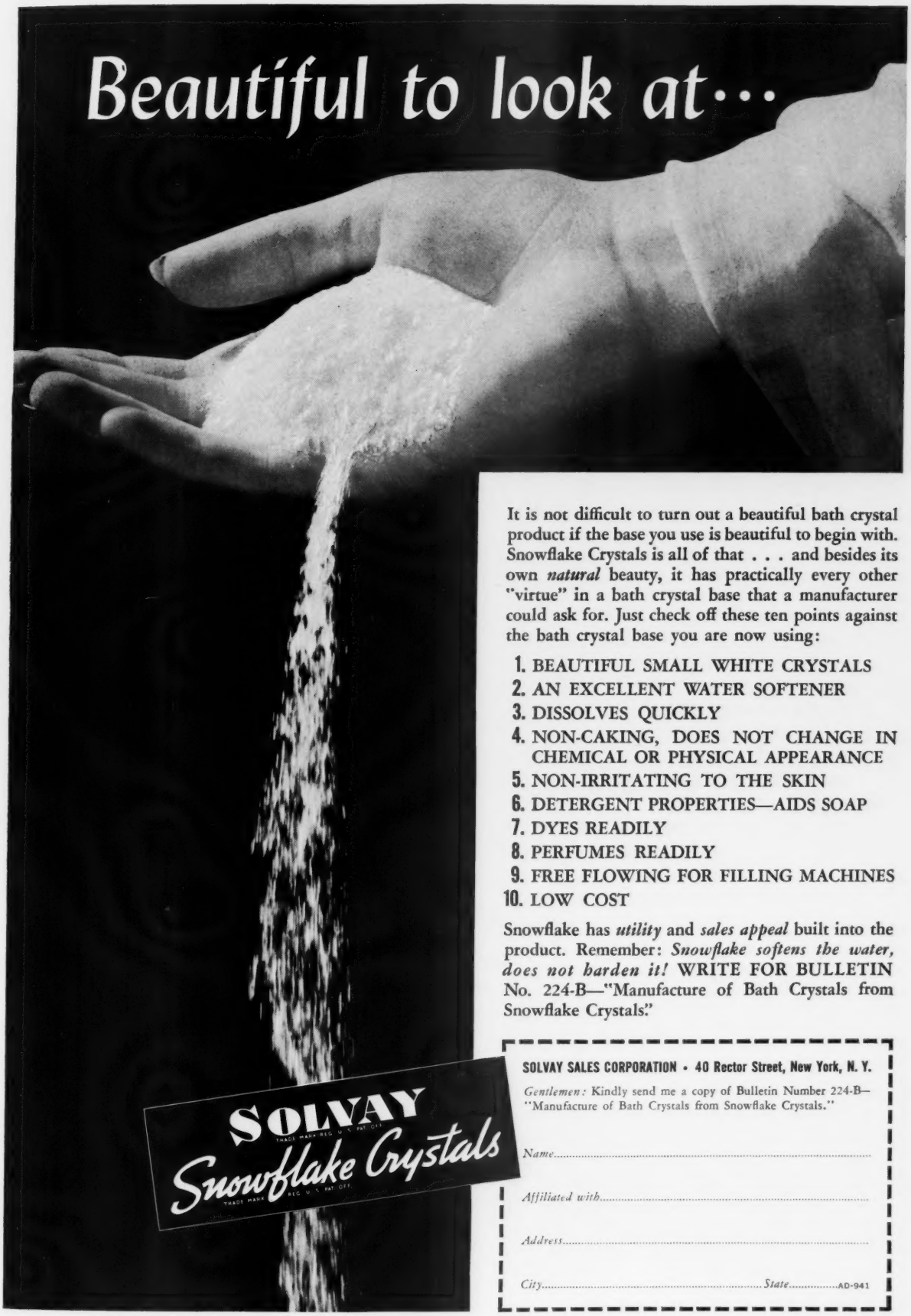

It is not difficult to turn out a beautiful bath crystal product if the base you use is beautiful to begin with. Snowflake Crystals is all of that . . . and besides its own *natural* beauty, it has practically every other "virtue" in a bath crystal base that a manufacturer could ask for. Just check off these ten points against the bath crystal base you are now using:

1. BEAUTIFUL SMALL WHITE CRYSTALS
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6. DETERGENT PROPERTIES—AIDS SOAP
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8. PERFUMES READILY
9. FREE FLOWING FOR FILLING MACHINES
10. LOW COST

Snowflake has *utility* and *sales appeal* built into the product. Remember: *Snowflake softens the water, does not harden it!* WRITE FOR BULLETIN No. 224-B—"Manufacture of Bath Crystals from Snowflake Crystals."

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The true quality of our lipstick, rouge and other private label cosmetics is measured in terms of a double standard:– the protection afforded your good name and the assurance (through past performance) of repeat sales. Ask to see samples of our compelling new fashion shades . . . they're packed with persuasion and stimulating sales appeal.

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EYE SHADOW . . . MASCARA . . . BEAUTY AIDS

Products Liability Insurance Carried

PARIS COSMETICS, INC.

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CABLE: PARISTIC NEW YORK

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FINE BLENDING TAKES SKILL AND KNOWLEDGE

Similarly, the job of the blender of odors for perfumes is a precise and exacting one, calling for a broad background of knowledge and intuitive skill in bringing out the best effects and sensitively balanced odor values from raw materials. Givaudan's chemists have the knowledge, the training and the skill to do this job effectively, as the long and varied list of successful Givaudan odors substantiates. The odors, many of them especially developed to meet individual requirements, are helping many well-known manufacturers increase their sales and at the same time reduce their production costs.

Givaudan offers a wide range of odors suitable for use in perfumes, soaps, cosmetics and toilet preparations. Our staff is constantly working hand-in-hand with customers' staffs to improve the quality of their products. Whatever *your* requirements, they can be met promptly and efficiently by Givaudan.

GIVAUDAN — DELAWANNA, INC.

330 WEST 42ND STREET, NEW YORK, N. Y.

Despite crop shortages, ship sinkings, and wholesale devastation abroad, Penick's customers are, almost without exception, getting their normal requirements of botanical supplies.

Much credit must go to our far-flung field organization which manages to locate and develop new sources of supply as fast as old ones are bottled up. They keep cargo after cargo moving across thousands of extra ocean miles into Penick warehouses.

Some botanical buyers have been surprised to find Penick able to supply items generally believed to be unobtainable. Many more buyers, consequently, have turned to Penick as their "primary source of supply for botanical raw materials."

Remember, whatever your botanical needs,
check first with Penick.

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- LOCUST
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50 Church St., New York, N. Y. **735 W. Division St., Chicago, Ill.**

THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

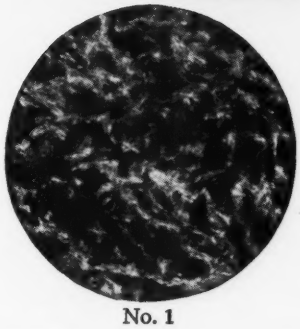
Ever see the "FEEL" of Petrolatum?

Typical of the thoroughness of Sonneborn research are these photo-micrographs. They show the "feel" of petrolatum more conclusively and revealingly than the most sensitive of "oil-wise" fingers.

Illustration No. 1 shows the smooth, velvety, homogeneous structure of "Protopet." The others show two disadvantages of time and money-saving short cuts. From the petrolatum in No. 2 you could hardly expect the full emollient value so much in demand for today's cosmetics. From the third, you could expect the kind of sweating and instability that kills repeat sales before the first package has scarcely been used!

Profit from the experience of other manufacturers who have standardized on Sonneborn Petrolatum. You'll not only be sure of high quality products—but you may profit substantially from the services of our skilled and willing technical staff.

WHERE QUALITY COUNTS—COUNT ON SONNEBORN



No. 1

No. 2

No. 3

WHITE MINERAL OILS

KAYDOL	ORZOL	PURITAN	ERVOL	BLANDOL
U. S. P. Heavy	U. S. P. Heavy	U. S. P. Heavy	U. S. P. Light	U. S. P. Light

CARNATION KLEAROL

PETROLATUMS U. S. P.

TYPE I: *Medium Consistency—White Protopet—Yellow Protopet*
Refined in all the colors necessary for pharmaceutical, cosmetic and industrial requirements.
TYPE II: *Soft Consistency—White Fonoline—Yellow Fonoline*
TYPE III: *Medium Consistency With High Melting Point—White Perfecta*

SPECIALTIES

SONO-JELL—Complete series for liquefying cleansing creams, pomades, ointments, etc.
TRI-OL— Base for soapless oil shampoos
DEO-BASE— Light hydrocarbon distillate refined to complete freedom from kerosene odor

L. SONNEBORN SONS, INC.

Refiners of White Mineral Oil and Petrolatum

Refineries: Petrolia and Franklin, Pa.

NEW YORK • CHICAGO • BALTIMORE • PHILADELPHIA • LOS ANGELES

Southwestern Distributors: Sonneborn Bros., Dallas, Tex.

Stocks Carried in Principal Cities

Designed for selling... built for service

If you are considering changes in your packaging set-up, we suggest you avail yourself of this complete packaging service offered by Anchor Hocking...

1. A COMPREHENSIVE LINE OF DISTINCTIVE GLASS CONTAINERS... whether your product is best suited to amber or crystal glass, you'll find just the right container—attractive, practical, convenient—in this extensive range.

2. THE WIDEST RANGE OF CLOSURES ON THE MARKET, allowing you free, unrestricted choice. You secure also the added advantages of many exclusive Anchor design and construction features plus the knowledge that Anchor dependability will protect you from profit-paring complaints and returns.

3. AN EXPERIENCED ADVISORY STAFF... including Package and Label Designers, Chemical and Biological Technicians, Production Engineers ...all ready to assist you in planning and putting into production a new package that will enable you to jump ahead of competition, measurably increase your sales and profits.

WILL YOU ACCEPT THIS INVITATION? We'd like to send you sample glass containers and suitable closures to meet your special requirements and have our consulting staff work with you in creating the "perfect" package for your product. Will you tell us how we may help you?

ANCHOR HOCKING GLASS CAPS

ANCHOR HOCKING GLASS CORPORATION

LANCASTER, OHIO

QUALITY CONTROL

● **QUALITY CONTROL** is an MM&R watchword. Illustrated here are MM&R laboratory tests to insure consistent quality.

1. "FINEST ESSENTIAL OIL LABORATORY in the U. S.", says Arthur H. Downey, MM&R technical director (shown above). Many agree!

2. SAPONIFICATION VALUE DETERMINATIONS — By this test, percentages of Esters are ascertained accurately.

3. TITRATION TEST — MM&R technicians use this test to measure the amount of acid or alkali consumed in the various reactions.

4. FILTRATION through paper. (One of several methods used to remove foreign particles.)

5. POLARISCOPE — A sample of every essential oil as it is received is polariscoped in the presence of Sodium light. This instrument determines the optical rotation.

The *uncertainties* of today's primary sources of supply and the *unusual pressure* of present demand have brought no relaxation of the vigilant production precautions which have helped build for MM&R its reputation for consistent quality.

Now, MM&R has a *greater* responsibility than at any time in almost a half century; for today, MM&R Essential Oils and kindred products are in daily use in a majority of the nation's pharmacies and employed by a greater number of America's drug and cosmetic manufacturers than ever before.

QUALITY ESSENTIAL OILS
Balsams • Oleoresins • Perfume & Flavor Materials & Replacements for Essential Oils

MAGNUS, MABEE & REYNARD, INC.
QUALITY ESSENTIAL OILS, BALSAMS — AROMATIC CHEMICALS, ETC...SINCE 1895
16 DESBROSSES ST. — **NEW YORK, N. Y.**

CHICAGO: 221 NORTH LA SALLE STREET • CANADA: RICHARDSON AGENCIES, LTD., TORONTO

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Quinine Sulfate
and other Quinine Salts
Strychnine Alkaloid
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Thymol Iodide

For years, N.Y.Q. has been among the leaders in carrying on scientific research. Constant daily research assures the customers of N.Y.Q. that our products are constantly analyzed to assure highest quality—and to control manufacture from raw materials into finished substances.

This is why so many customers have confidence in products carrying the N.Y.Q. label.

THE NEW YORK QUININE & CHEMICAL WORKS INC.
GENERAL OFFICES
99-117 North Eleventh Street, New York, Borough of Brooklyn
ST. LOUIS DEPOT, 915 MARKET STREET, ST. LOUIS, MO

OAK MOSS
Synthetic F

FELTON Quality

ACCEPTED BY THE TRADE
AS "THE MOST SATISFACTORY SUBSTITUTE FOR NATURAL FRENCH OAK MOSS"

Perfume compounders need no longer be concerned with the problem of obtaining Natural Oak Moss under the stress of current uncertainties of supply and cost.

Felton chemists have created an outstanding product which, in the opinion of many expert perfumers, is the only satisfactory synthetic Oak Moss resin ever produced.

Felton's OAK MOSS SYNTHETIC F replaces Natural Oak Moss in any formula without changing the true character of the perfume.

OAK MOSS SYNTHETIC F is economically priced and since it is produced entirely in the Felton plant, you are assured of a dependable supply to meet your requirements.

TRY OAK MOSS SYNTHETIC F WITHOUT DELAY
WRITE FOR SAMPLE NOW!

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CHEMICAL COMPANY, INC.
599 Johnson Ave., Brooklyn, N. Y.
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Manufacturers of Aromatic Chemicals, Natural Derivatives, Perfume and Flavor Oils

..SPECIAL

These Companion

"This is by far and away the best book on cosmetics that has appeared in any language. It is clear that Dr. McDonough, who has for some time now been regarded as one of the leading authorities in America on cosmetics, has been to enormous pains to acquire inside knowledge of the methods of preparation of cosmetics, as well as to investigate personally the effects of the cosmetics upon the individual using them. The truth then would seem to be that with the aid of really sound books such as Dr. McDonough's, and the wealth of information given in articles such as are written by authorities from time to time, the cosmetician is in a position to challenge any criticism, medical or otherwise, on the value of his products, but that generally speaking, much of this information has not yet been put to practical use by the larger manufacturers."— FRANK H. SEDGWICK, Soap Perfumery and Cosmetics, London.

TRUTH ABOUT COSMETICS

by

EVERETT G. McDONOUGH, Ph.D.

HERE is the answer to the avalanche of criticism directed against the cosmetic industry during the period when it became popular to "smear" business.

A searching and critical analysis of cosmetics and cosmetic action. A discussion of every type of cosmetic, their chemical character, their use and established cosmetic value.

Written with the restraint and clarity of the true scientist, Dr. McDonough gives the reader a realistic picture of cosmetic values and a wealth of interesting information.

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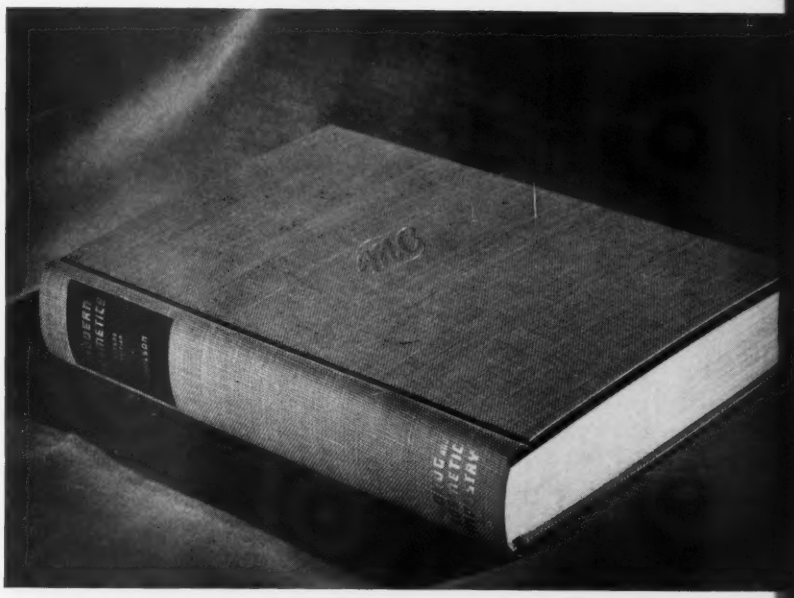

MODERN COSMETICS

by

FRANCIS CHILSON

CHEMIST, factory manager, perfumer, owner—anyone interested in Cosmetics will find "Modern Cosmetics" a valuable help in business. It is a technical book, filled with formulas, procedure, manufacturing practices, yet so clearly and simply written that even one not connected with the industry can understand its text.

The most experienced chemist or factory manager will find in its wealth of information, useful methods new to him. The inexperienced man or woman who wants a clear understanding of the industry, wants to know something about how cosmetics are made, who is working on a small scale with the handicap of little experience or knowledge, will find the book easy to understand, a great help and guide.

Over 70 cosmetic products described, with formulas and manufacturing discussions.

64 chapters

By far the largest and most comprehensive book published on cosmetic manufacture.

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11. Vanishing Creams
12. Cold and All Purpose Creams
13. Hand Creams
14. Brushless Shaving Cream
15. Shaving Creams
16. Astringent Creams
17. Bleaching Creams
18. Acne, Blackhead, Eczema Creams
19. Scalp Ointments
20. Tooth Pastes
21. Facial Masks
22. Cream Equipment
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24. Paste Equipment
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28. Mouth Washes
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36. Oily Scalp and Dandruff Tonics
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48. Manicure Preparations
49. Deodorants
50. Depilatories
51. Sun Preparations
52. Burn Preparations
53. Eye Preparations
54. Waving Fluids, Jellies and Powders
55. Miscellaneous Hair Preparations
56. Brilliantines
57. Bath Preparations
58. Miscellaneous Cosmetics
59. Equipping the Small Plant
60. Factory Construction
61. Handling Materials
62. Packaging Equipment Layout
63. How to Lay Out a Cosmetic Factory
64. Packaging

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Tables and Useful Data
Buyer's Guide
Index

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In accordance with your **Special Sale** please send me at once:

{"Modern Cosmetics" / "Truth About Cosmetics"} for which I enclose seven dollars.

Name.....

Address.....

City.....State.....

Why more Fish are Caught on Weezels

No, the way the bait is packaged doesn't make any difference to the fish. But it does to the fisherman! That's why smart retailers are displaying Weezel bait in this eye-catching Transparent Package by Ritchie. They know fishermen can't resist stopping, looking and *buying!*

CATCH MORE CUSTOMERS FOR YOUR PRODUCT WITH A TRANSPARENT PACKAGE BY RITCHIE

The more your product is displayed, the more it sells. A Transparent Package by Ritchie creates display value and wins dealer cooperation. The more people *see* your product, the more they *buy* it. Your product shows to the best possible advantage in a Transparent Package by Ritchie—and yet cannot be handled or soiled. Ask Ritchie to tell you all about Transparent Packaging—how versatile and effective it really is and how little it can cost. Write today!

75TH Anniversary Year

FREE: *Ritchie's 75th Anniversary Booklet, a colorful 16-page review of the Company's background and present facilities. Many interesting packaging applications. Write for your copy now.*

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"DIASMOL"

. . . a new aromatic body. Its warm and flowery note will give character to your compounds.

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Ylang Bourbon Synthetic

This product actually replaces the natural oil. Try it in any perfume formula — it is exactly double the strength in odor value, hence most economical.

Trial pounds, **$8.00**

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6 ALUMINUM, DEFENSE, AND YOU

ALCOA ALUMINUM

DEFENSE ISN'T JUST AIRPLANES!

They are first in the hearts of the people and first in the headlines. But Defense is also ten thousand other military necessities, clear across the board, and Alcoa Aluminum goes all the way across with it.

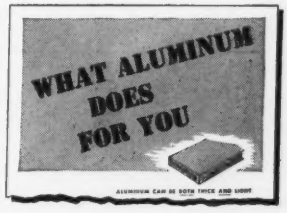
Sheets and shapes and wire; castings and extrusions and forgings, nuts and bolts and tubing and rivets; all these and more forms of Alcoa Aluminum are being chewed up by scores of industries in military applications as varied as the peace-time applications of aluminum used to be.

AND FOR THE SAME REASONS.

Before Defense, one of our advertisements to civilians started off with the headline reproduced at the right. A whole volume of economic and engineering common sense was distilled into those six words. Now, Defense is taking all the aluminum we can make because that headline is a fact.

THIS IS WHAT we were saying, *Before Defense,* to prospective buyers of Diesel engines. A great new industry was feeling its way. Properly, it was weighing the advantages of using Alcoa Aluminum. But Defense had to have those advantages right away, and civilian users of Diesels now have to wait for their aluminum.

THE FIVE WORDS in the headline of this advertisement (B.D.) at the right introduced straight talk about the fundamentals of weight saving with Alcoa Aluminum: vital reasons we thought (and think) that everybody should know. Defense hasn't time to explain that these are precisely its reasons for using aluminum; it just takes all it can get.



LAST MONTH DEFENSE TOOK over 50 million pounds of Alcoa Aluminum, for the simple and clear reason that certain advantages of aluminum are fundamental.

When the emergency is over, Alcoa is going to be talking the same simple language, selling the same fundamentals. And it will have still better techniques and new uses of Alloys of Alcoa Aluminum for you to put to work.

RIGHT NOW, we are in high gear for defense; our foot is on the floor board; we intend to keep it there for the duration.

ALUMINUM COMPANY OF AMERICA

Perfume and Cosmetic as well as
soap manufacturers will do well
to investigate the possibilities of

FIXORESINS "Schimmel & Co."

for their products.

These Fixoresins not only stabilize and fix the perfume, but also round out and improve its character.

Our Gardenia Fixoresin in a gardenia perfume or soap, for instance, will prove a decided asset to the gardenia tone of the product, as well as fixing it and prolonging its life.

Fixoresins are sold in a wide range of odors including

BITTER ALMOND
CARNATION
CITRUS
EAU DE COLOGNE
GARDENIA
HYACINTH
JASMINE
LAVENDER
LILAC
LILY OF THE VALLEY
NEROLI
ORANGE FLOWER
PATCHOULY
PINENEEDLE
ROSE
SANDALWOOD E. INDIAN
VETIVER
VIOLET
YLANG YLANG

For perfumes use up to 1 oz. per gallon perfume.
For soaps use about 2 to 5 oz. to 100 lbs. soap.

SCHIMMEL & CO., INC.

601 West Twenty-sixth Street — New York, New York

CHICAGO · CINCINNATI · CLEVELAND · LOS ANGELES · MINNEAPOLIS · NEW ORLEANS · SEATTLE · ST. LOUIS

Specify HEYDEN

FINE HEYDEN CHEMICALS

Salicylates

SODIUM SALICYLATE U. S. P.
THREE TYPES
Large Crystals • Flo-Crystals • Powder
Highly Purified • Fine White Color • Completely Soluble

METHYL SALICYLATE U. S. P.

ACETYLSALICYLIC ACID U. S. P.
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ACETYLSALICYLIC ACID
10-16-20% Starch Granulations

SALICYLIC ACID U. S. P.
Pure Crystals and Powder

AMMONIUM SALICYLATE U. S. P.
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Powder

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EMERGENCIES --- AND YOU !

THE DICTATES OF EMERGENCY, the revival of the old, and that bright idea, govern the introduction of a new cosmetic product.

TODAY, the international situation, reflecting specifically in our home defense program, is causing continual change of the cosmetic picture. Emergencies arise overnight, and trends are being developed, some gradually, others more abruptly. This results in delays which you may think are beyond your control. You are thus not only hampered with your regular business, but are also prevented from taking full advantage of the timeliness of your product, whether old or new.

OUR ORGANIZATION is adequately equipped to serve you in any emergency. The experience of the members of our Research Staff embraces more than 140 man-years in the formulation and manufacture of cosmetic products.

WE ARE UNIQUELY set up to manufacture, NOW, for you, the preparation you have in mind. We believe we can overcome the difficulties which seem insurmountable to you.

FURTHERMORE, OUR STAFF includes not only experts in the preparation and formulation of your product, but also specialists in Color, Line, and Art, to give the aesthetic appreciation necessary to your cosmetic product. Our background of successful achievement places us in the enviable position of foreseeing trends.

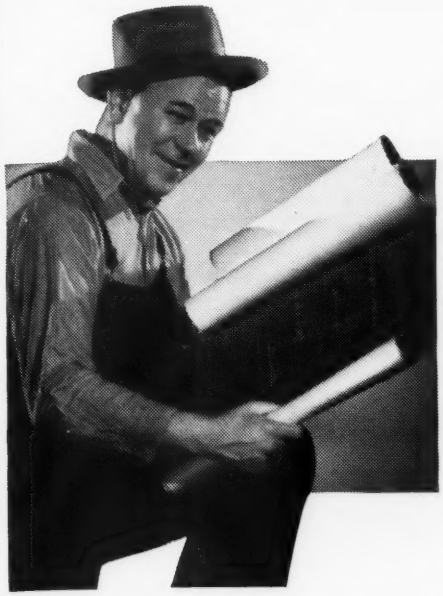
WHEN EMERGENCIES ARISE, why not place the burden of production on our shoulders?

WE can present you with timely products of quality and distinction at any time.

Evans Chemetics, Inc.
33 West 46th Street, New York
Telephone Bryant 9-6805

Evans Chemicals Limited
Boreham Wood
Herts, England

{Cosmetic Manufacturers with Unique Research Facilities}



ALL IS WELL WHEN THINGS GO ACCORDING TO PLAN

BUT . . . and it is a big "but" under today's pressing world conditions . . . the best made plans often need adjustment.

A big problem today is the lack of many raw materials in the perfume industry and the high cost of others. To meet this emergency P. R. Dreyer Inc. offers an extensive line of Imitation Essential Oils, a few of which are listed below. Write for Catalogue "A" for a listing of many other imitation products.

IMITATION BERGAMOT: To fit the variety of quality in perfumes, Imitation Bergamot is available in three grades—Standard, Special and Extra, ranging in price from $2.25 lb. to $5.60 lb.

IMITATION LAVENDER: Offered in three grades—Standard, Special and Extra. The price range is from $3.00 lb. to $3.95 lb.

IMITATION VETIVERT: The value of this Imitation is appreciated when it is compared directly with the natural oil. In 25 lb. cans the price is $3.75 lb.

IMITATION CANANGA: This item in its natural state has advanced to a point where, for many uses, the price has become prohibitive. Our Imitation Cananga which sells for $2.00 lb. in 25 lb. containers, offsets this advance.

IMITATION PATCHOULI: The high price of the natural product has brought into prominence the value of this Imitation. Price—$3.25 lb. in 25 lb. containers.

IMITATION RESIN LABDANUM: This product has proven through actual use to be a most interesting product. In 5 lb. lots it sells for $5.50 lb.

PERFUMES AND PERFUME MATERIALS FOR EVERY PURPOSE

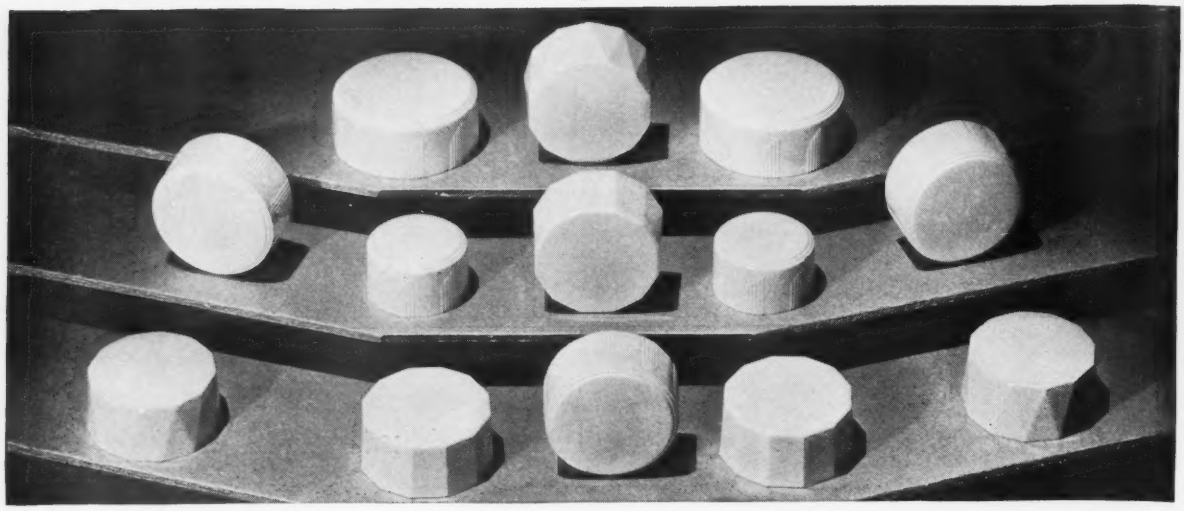
DREYER

P. R. DREYER INC.

DREYER

119 WEST 19th STREET

NEW YORK, N.Y.



Highly Practical . . . Extremely Beautiful

Plaskon Molded Color offers the drug and cosmetic industry several advantages for closure use:

1. It is highly practical in service. Will not chip, rust, corrode or tarnish; is odorless, tasteless, inert; resists the effects of water, oils, alcohol, organic solvents. Quickly, easily and economically molded.

2. Extremely beautiful. Plaskon Molded Color is available in a wide range of tones, including pure white, to harmonize with the character and purpose of the merchandise.

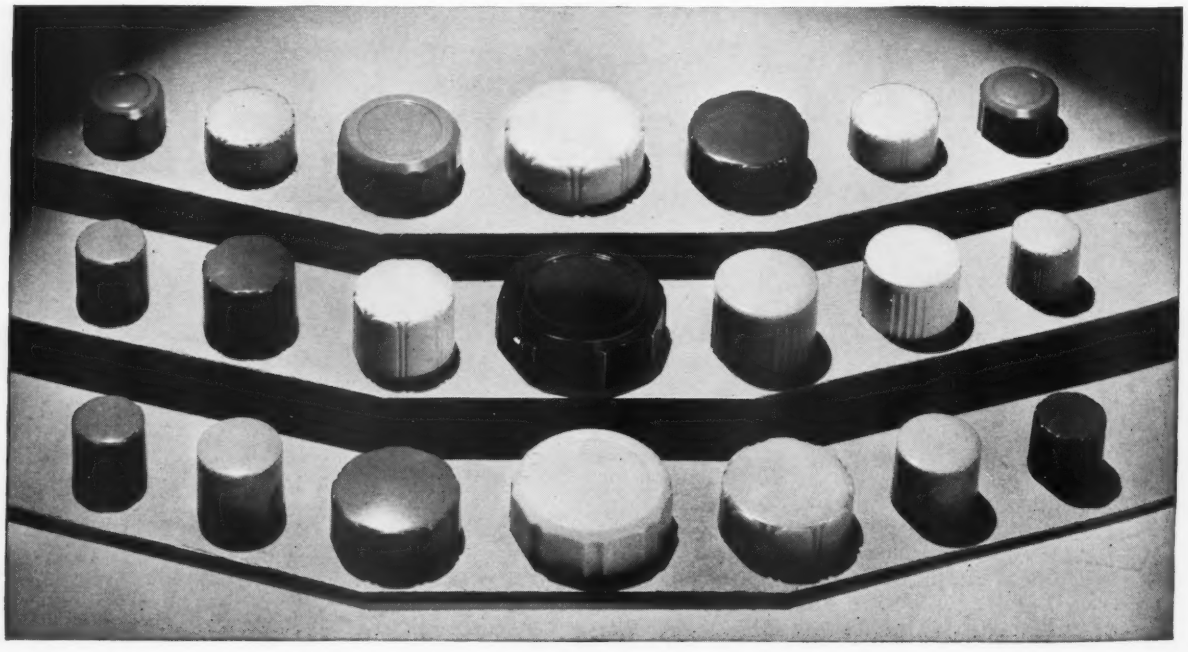
3. Easy to put on, easy to remove. Always sanitary.

If it is your responsibility to increase sales and profits through product improvement, investigate Plaskon and its possibilities. To help you do this, Plaskon offers an advisory service that is based upon long experience in the field of plastics. Write Plaskon Company, Incorporated, 2110 Sylvan Ave., Toledo, Ohio.

Trade Mark Registered

PLASKON

★ MOLDED COLOR ★



Carnation

The original "spice" odor is faithfully reproduced in our

CARNATION PETALS

Suggested for use in the finer extracts, toilet waters, colognes, lotions and powders.

An ideal addition to your new Christmas line.

CARNATION #500

An inexpensive modification of the above and suitable for the same type of products. Recommended for the manufacture of a cheaper line of merchandise.

Samples available to interested manufacturers.

ORBIS

PRODUCTS CORPORATION

215 PEARL STREET, NEW YORK · FACTORY & LABORATORY, NEWARK, N.J.

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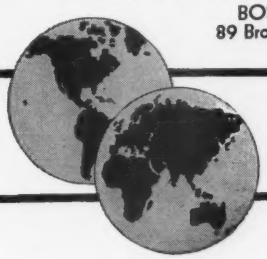
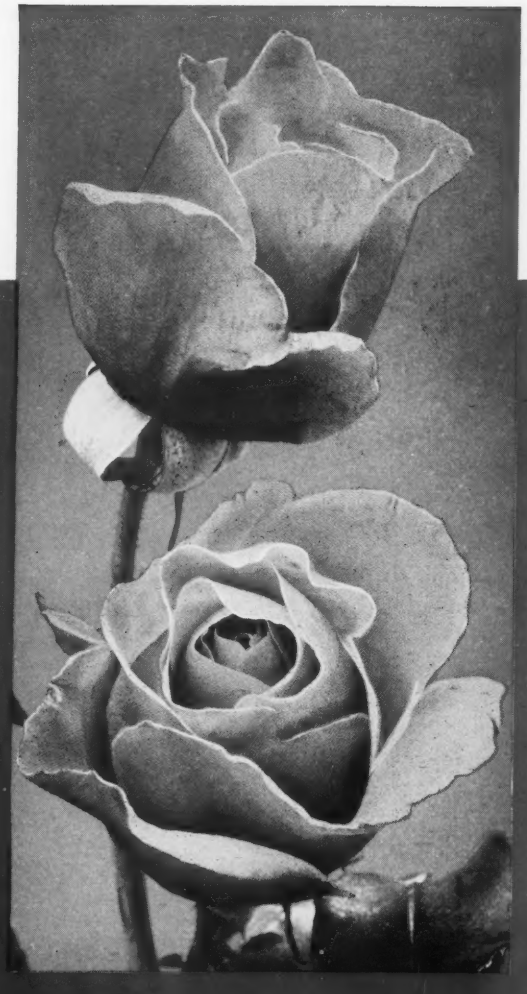
Water Soluble Gums	Waxes	Cosmetic Raw Material	Fruit Flavors
Filter Paper	Stearic Acid	Oleo Resins	Food Colors
Aromatics	Essential Oils	Perfume Bases	Quince Seed
Rice Starch	Zinc Oxide French	Olive Oil	Irish Moss



No Shortage!!!

We continue to supply our regular customers with their normal requirement of Wardia. We welcome the opportunity of doing likewise for you.



Wardia

The Rose Synthetic

by CHUIT NAEF & CIE.

PREVAILING conditions in the natural floral oil markets during the past several months have proved conclusively the wisdom of assuring yourself security and stability in your requirements of basic Rose products. Change to WARDIA and guarantee both constant quality and stable price!

Introduced to American perfumers five years ago, WARDIA has exceeded our most optimistic expectations. Its daily increasing sale is proof that it has lived up to all claims made for it.

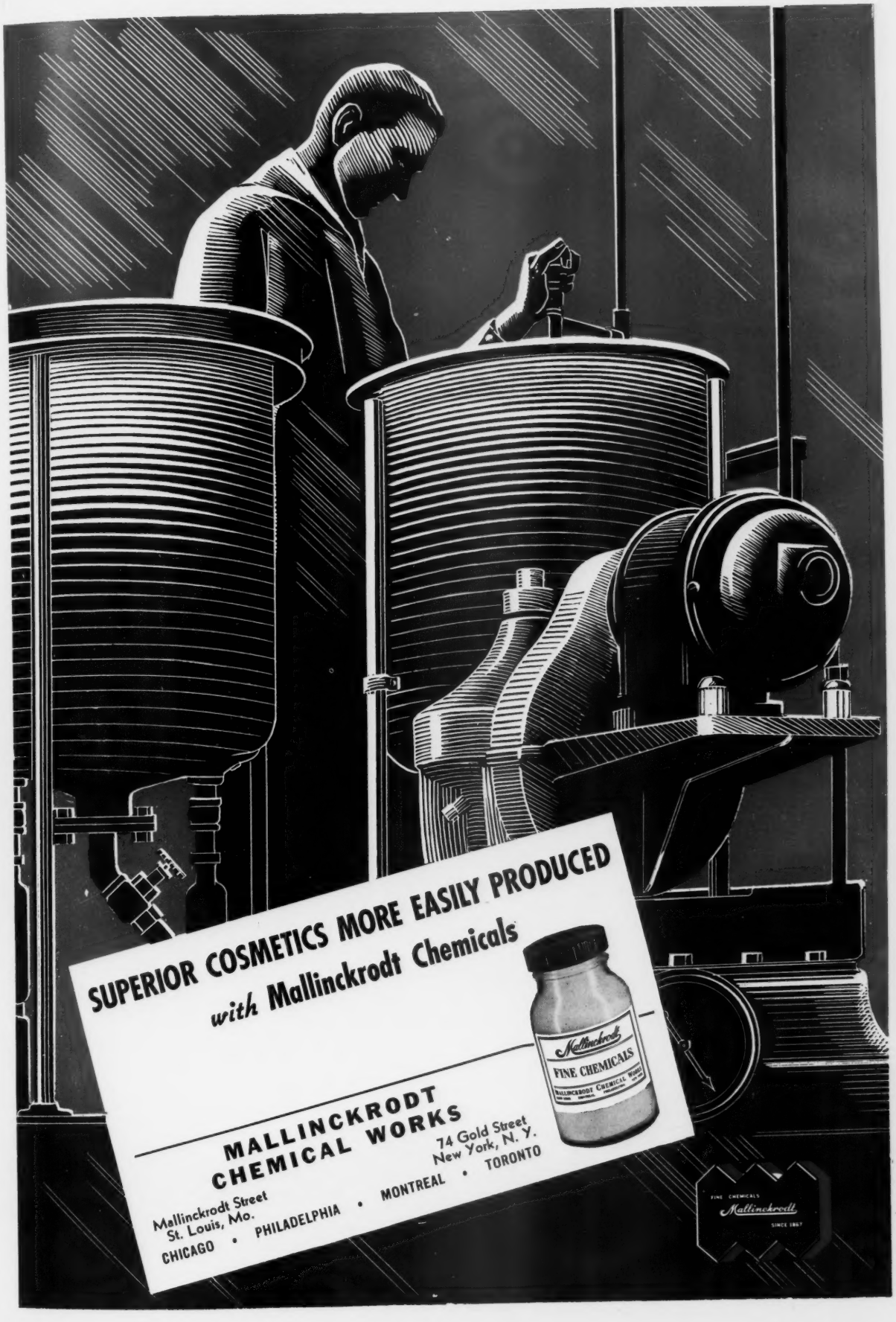
WARDIA is entirely synthetic! Its unbelievably close resemblance to natural Rose has astonished and won the admiration of the most exacting perfumers and cosmeticians. Switch to WARDIA in your next batch formula and eliminate future worry!

$57.00 Per Pound — A Trial Ounce $3.75

Firmenich & Co., Inc.

135 FIFTH AVENUE, NEW YORK, N. Y.

CHICAGO OFFICE: 844 NORTH RUSH STREET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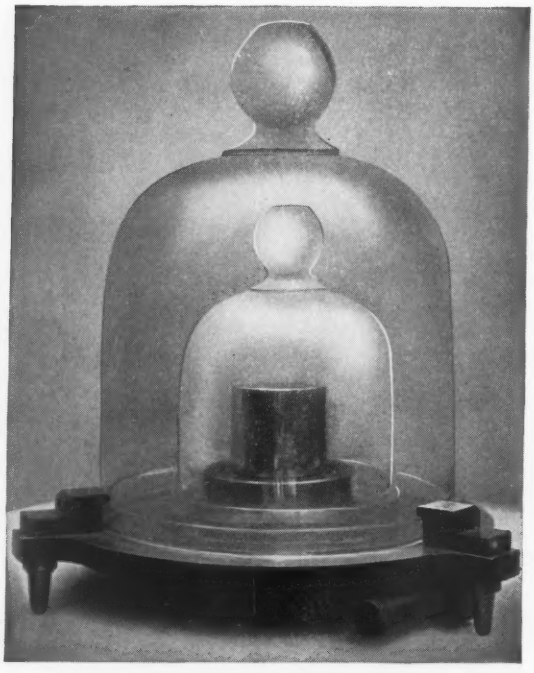

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AFTER THE WAR

With business going at a terrific pace and with the problem of obtaining sufficient raw materials and other supplies to fill all orders, manufacturers have little time to devote to a consideration of the conditions that will obtain after the national emergency has passed. However, the Federal Administration, which is busier than anyone else in its direction of the defense effort, appears to be able to give up some of its time to consideration of this problem. Therefore, it would be most wise for manufacturers to do likewise.

Fortunately, most of our leading drug and chemical manufacturing houses, as well as most of our leading essential oil and botanical drug houses went through the economically disorganized period that followed the last war, and the executives of these houses are quite well acquainted with the problems of that time. But the time to formulate plans for what is to be done after the present conflict is over, is now. For all these conflicts end rather suddenly, and after this conflict has ended it will be too late to prevent economic chaos.

Therefore, it is clearly up to the executives of the companies in this industry to try and discern what our government is planning for economic rehabilitation after the emergency is over and to formulate their own policies in harmony with those of the government. The terrific industrial expansion that is taking place in this country will make for widespread excess capacity and probably new high levels for unemployment unless the government and business meet on some common policy to be followed as a means of stabilizing economic conditions. This policy is not going to be easy to arrive at and the consummation of the plan will take much time and effort. It is not too early to start.

U.S.P. XII

THE reasons why products and preparations are dropped from the Pharmacopoeia are not always clear to those concerned with the manufacture and sale of these preparations. For this reason a medical member of the Committee of Revision has set down the reasons for the deletion from U. S. P. XII of eighty-two of the eighty-six titles that are to be dropped.

Additions and deletions of products of the Pharmacopoeia are controlled by the Sub-Committee on Scope. Products to be dropped require a two-thirds vote of this committee of physicians. Extent of use alone is not sufficient reason for a product remaining in the Pharmacopoeia, for a product must first measure up to the requirement of therapeutic efficiency established by the U. S. P. when compared with the value of other medicinal substances.

The decisions of the Sub-Committee on Scope represents the opinion of a relatively small group and these decisions may not always agree with the views of other able physicians. However, there were twenty-three physicians voting, and these men represent such varied medical knowledge and experience that their decisions command confidence that these decisions are wise, sound, and unbiased.

The reasons for the deletions follow:

Acetyltannic Acid and Albumin Tannate—Have not proved efficient as intestinal astringents. There is evidence that high up in the small intestines the tannic acid is changed to sodium gallate, which is not astringent. Neither tannic acid nor gallic acid appears in the feces. Any astringent action is likely to be exerted in the stomach or duodenum rather than in the intestines lower down.

Aconite, Tincture of Aconite—In fever it has been supplanted by strikingly better remedies. As a vagus stimulant it is not employed, probably because of its lack of certainty, or its lack of safety in the necessary doses.

Acriflavine and Acriflavino Hydrochloride—It was employed extensively in World War I, but since that time its use steadily declined. It is bacteriostatic rather than bactericidal. Recommended to replace iodine as an application to the skin in preparation for operation, it has been refused acceptance by many surgeons. Similarly in infectious and ulcerative conditions of mouth, bladder, vagina and rectum, its use has steadily declined. The Sub-Committee on Surgical Infections of the National Research Council has repudiated it on the ground that it is ineffective in the treatment of wounds.

Ammonium Benzoate, Bromide and Salicylate have been used in the fallacious belief that the ammonium radicle is in some way protective to the heart. Ammonium salts are less stable and unnecessary duplicates of the corresponding salts of potassium and sodium.

Aromatic Sulfuric Acid—Formerly used extensively as a solvent for quinine sulfate, and now obsolete.

Arsenic Triiodide—Undesirable to administer both arsenic and iodine in a fixed salt of this type.

Asafetida, Emulsion of Asafetida—Its value in hysterical conditions is questionable. Its use by mouth for flatulency is not justified by results. Its use by rectum in tympanites can be duplicated by pleasanter smelling and more effective agents.

Bismuth Subgallate—It has no advantages over the subcarbonate. Because of the presence of gallic acid, it has produced the erroneous idea that it is astringent.

Calcium Bromide—An unnecessary duplicate with no therapeutic advantages over other bromides.

Calcium creosotate, creosote, creosote carbonate, guaiacol and other creosote relatives are neither antiseptic in the respiratory tract nor expectorant. The local antiseptic value of creosote in a tooth cavity and its deodorizing value in pulmonary tuberculosis were not considered justification for its continuation in the Pharmacopoeia.

Cannabis, Fluidextract of Cannabis, Extract of Cannabis—A little used drug, very variable, and with the easily produced undesirable effects characteristic of marijuana indulgence.

Cantharis, Cantharis Plaster, Tincture of Cantharis—Employed essentially as a local irritant and blistering agent. Blisters have fallen into disuse. As an irritant in scalp lotions and otherwise, the remedy is superfluous.

With the new Pharmacopoeia due off the press by the end of the year, we present the additions and deletions with the reasons for the deletions.

Capsicum, Tincture of Capsicum—A local irritant with extensive use, but not considered important enough for the Pharmacopoeia.

Carbromal—A mild sedative, closely related to and differing little from the extensively used and better known barbiturates. The amount of bromine in a dose is altogether too small to give a bromide action.

Cinchona, Compound Tincture of Cinchona—As antimalarial no longer employed. For the purposes of a bitter, remedies just as effective but simpler are available.

Compound Mixture of Opium and Glycyrrhiza—Brown Mixture represents what now is looked upon as an almost extinct type of galenical. In teaspoonful doses, its antimony and opium are too little to be therapeutically effective.

Compound Powder of Senna (Compound Licorice Powder)—As a senna preparation it is complicated by the presence of sulfur, which gives an unduly soft consistency to the stools, and often a very offensive odor.

Copaiba—An old time urinary antiseptic, bad tasting and irritating to the stomach and kidneys. It is not a very effective antiseptic in the urinary tract, and simpler and better drugs for the purpose are available.

Dichloramine-T and Dakin's Solution—Dichloramine-T, the oil-soluble chlorine furnisher, and Dakin's solution (Diluted solution of Sodium Hypochlorite) were deleted on the ground of their proven inefficiency. The water-soluble Chloramine-T was retained. For the slow and steady elimination of chlorine, Azochloramid in triacetin solution was considered superior and was admitted. The latter is now being extensively employed in Britain in preference to other chlorine antiseptics.

Diluted Acetic Acid was a "pharmaceutic necessity" in the manufacture of Solution of Ammonium Acetate and Vinegar of Squill, both of which have been deleted.

Elixir of Glycyrrhiza—The Syrup of Glycyrrhiza was substituted for the elixir on the basis of its more extensive employment and its freedom from alcohol.

Ethylhydrocupreine Hydrochloride—Introduced for the treatment of pneumonia it has proved too toxic for oral or parenteral use, and ineffective. It is still employed as a local application in pneumococcal infections of the eye but for this use it is rapidly being supplanted.

Extract of Nux Vomica—Of no use as a bitter, and for a strychnine effect it is more rational to employ strychnine salts.

Fluidextract of Belladonna Root—The exclusion of this follows the general principle that, where the dose is very small, such concentrated liquid preparations as fluidextracts are undesirable. It was formerly retained for the preparation of Belladonna Liniment, but this is no longer a Pharmacopoeial preparation.

Iodoform—Vile-smelling and of low rating as an antiseptic. It is rapidly being replaced by more effective agents which lack the disagreeable odor.

Iron—This was elementary iron, in the form of fine bright wire, filings or powder. It was used in the preparation of Syrup of Ferrous Iodide which has been deleted.

Kino, Tincture of Kino—A tannic acid remedy, which does not reach the lower intestines as such.

Magma of Ferric Hydroxide—It was introduced as an arsenic antidote. At best it is not very efficient, and there are conflicting reports as to any efficiency at all.

Mass of Mercury (Blue Mass)—Now considered an obsolete mercury galenical preparation.

Morbaphen—Its use has been largely abandoned in favor of the less toxic and more effective Salyrgan, which is now admitted to the Pharmacopoeia.

Nutgall, Nutgall Ointment—This is employed for its tannic acid, and preparations of the latter are to be preferred.

Oil of Santal—Irritating to the stomach and kidneys, and not a powerful antiseptic in the urinary tract. Much more effective chemical remedies are now available.

Pepsin—A powerful enzyme that is superfluous in therapeutics. For the digestion of protein it acts best in an acid medium of pH 1.5 to pH 2.5, and does not act at all in a medium above pH 4.0 to 4.5. In gastric achylia the needed acidity cannot be obtained in the

stomach by any doses of acid that it is possible for a patient to swallow.

Pills of Aloe—Drastic cathartics no longer have Pharmacopoeial approval. However, Aloe itself has been retained, and also Aloin, which is not drastic.

Podophyllum, Resin of Podophyllum—Also a drastic cathartic. Drastics are irritant to the whole alimentary tract, from the stomach down. If catharsis fails to take place, they are capable of producing inflammation of the intestines, and, after absorption, of the kidneys.

Potassium Chlorate—An antiquated mouth astringent. Any internal use for it is not justified.

Powder of Ipecac and Opium—Its main use is to produce sweating and sleep. Its ability to induce copious sweating depends mainly upon the hot drinks with which it is administered and the heavy covering of bedclothes. The ipecac is nauseating, and in this powder can scarcely be said to be used for its expectorant value. The opium is simply "dope", to be better prescribed by itself if it is desired.

Pyrogallol—Not now much used as an antiseptic in therapeutics.

Quinine—This is the pure alkaloid, as distinguished from its salts. It is not used in therapeutics, and is not required as a "pharmaceutic necessity."

Santonin—As an anthelmintic it has given place to newer remedies.

Serpentaria—This was a "pharmaceutic necessity" in the preparation of Compound Tincture of Cinchona, which has been deleted.

Sodium Acetate—The potassium salt is preferred and much more in use.

Solution of Ammonium Acetate—Believed to be of no therapeutic value.

Solution of Ferric Chloride, Tincture of Ferric Chloride—The solution was required for the preparation of the Tincture. As an anti-anemia remedy the tincture has been largely supplanted by iron preparations that do not injure the teeth and are less astringent.

Solution of Iron Tersulfate—Formerly used as a hemostatic, this makes a nasty mess when mixed with blood, and is locally irritating and even corrosive.

Spirit of Chloroform—Not desirable as a sedative and not needed as a carminative.

Spirit of Ethyl Nitrite—Not effective as a nitrite, and has no distinctive therapeutic properties.

Squill, Syrup of Squill, Tincture of Squill, Vinegar of Squill—Squill lacks the highest approval as a cardiac drug. Its use as an expectorant is based on erroneous observations.

Strychnine Nitrate—On account of the efflorescence of the sulfate, the nitrate was admitted to the last revision as a stable salt. However, it has not come into favor, and it was considered unnecessary to admit two strychnine salts.

Sulfonethylmethano—The limitations and disadvantages of "Trional" as a hypnotic have greatly lessened its use.

Syrup of Ferrous Iodide—Unsatisfactory as a means of administering either iron or iodine. The dose of each should be separately considered.

Terebene—Neither antiseptic in the respiratory tract, nor valuable as an expectorant.

Theobromine with Sodium Salicylate—Theobromine with Sodium Acetate is considered better, and it eliminates the chance of harm to diseased kidneys from the salicylic radicle.

Valerian, Tincture of Valerian—Believed to be an over-rated drug in hysteria, and too malodorous as a carminative.

Veratrum Viride, Tincture of Veratrum Viride—A dangerously toxic drug, highly variable, and very little used. Its chief employment is in eclampsia, in which extremely large (and dangerous) doses are recommended by its advocates. Reports from many noted obstetricians are not favorable to its use in eclampsia.

Washed Sulfur—Three forms of sulfur were deemed unnecessary for the Pharmacopoeia. Precipitated Sulfur and Sublimated Sulfur are retained.

Yellow Mercurous Iodide—Formerly extensively administered as an oral antisyphilitic, this remedy has been supplanted by more desirable remedies.

The four items for which no reasons for deletion are given, are: Diluted Solution of Sodium Hypochlorite, Paraffin, Chlorinated Paraffin, and Corn Oil.

Additions to U.S.P. XII are listed below:

Acetophenetidin Tablets
Acetylsalicylic Acid Tablets
Acid Aminoacetic
Acid Ascorbic Tablets
Ammonium Mandelate Syrup
Acid Nicotinic Tablets
Acid Tannic Solution (for burns)
Adhesive Plaster, Sterile
Alumina Hydrated
Alumina Hydrated, Magma
Ammonium Chloride Capsules
Amphetamine (Bendedrine)
Amphetamine Sulfate
Amphetamine Sulfate Tablets
Amylene Hydrate
Atropine Sulfate Tablets
Barbital Tablets
Barbital Soluble, Tablets
Bentonite
Bismuth and Potassium Tartrate Injection
Bismuth Subsalicylate Injection
Bismuth Sulfarsphenamine (Bismarsen)
Blood (Normal Human Blood)
Butaprobenz Sulfate (Butyn Sulfate)
Butesin Picrate
Butesin Picrate Ointment
Butyl Aminobenzoate (Butesin)
Caffeine with Sodium Benzoate Injection
Calcium Gluconate Injection
Calcium Mandelate
Calcium Sulfate
Calcium Sulfate Bandage
Capsules (General Chapter)
Carbarsone
Carbon Tetrachloride Capsules
Cascara Sagrada Extract Capsules
Chenopodium Oil Capsules
Chiniofon Tablets (enteric coated)
Chlorazodine (Azochloramide)
Chlorazodine Solution

Citrated Human Plasma
Codeine Sulfate Tablets
Colchicine Tablets
Cudbear
Desoxycortone Acetate (Desoxycorticosterone Acetate)
Dextrose Injection
Dextrose and Sodium Chloride Injection
Digitalis Capsules
Digitalis Injection
Digitalis Tablets
Dihydromorphinone Hydrochloride (Dilaudid)
Dihydromorphinone Hydrochloride Tablets
Diphenylhydrantoin Soluble (Dilantin Sodium)
Diphenylhydrantoin, Soluble, Capsules
Emetine Hydrochloride Injection
Ephedrine Sulfate Tablets
Epinephrine Hydrochloride Injection
Epinephrine Hydrochloride, Strong Solution (1:100)
Ergonovine Maleate
Ergonovine Maleate Tablets
Ergonovine Maleate Injection
Ergotamine Tartrate
Ergotamine Tartrate Tablets
Estradiol Benzoate
Estrone Injection (in oil)
Estrone Tablets
Ethyl Aminobenzoate Ointment
Ethyl Carbamate
Eucatropine Hydrochloride (Euphthalmine HCl)
Gauze, Absorbent
Gauze, Absorbent, Sterile
Gauze, Adhesive Absorbent
Globulin, Human Immune
Glycyrrhiza Syrup
Halibut Liver Oil
Halibut Liver Oil Capsules
Hexylresorcinol
Homotropine Lamels
Human Serum
Injection (General Chapter)
Insulin Injection
Insulin, Crystalline Zinc, Injection
Insulin, Protamine Zinc, Injection
Iron and Ammonium Citrate Capsules
Iron (Ferrous) Sulfate, Exsiccated
Iron (Ferrous) Sulfate Tablets
Lamels (Eye Discs)
Magnesium Phosphate Tribasic Tablets
Magnesium Trisilicate
Magnesium Trisilicate Tablets
Menadione (Vitamin K Activity)
Menadione Tablets
Mercurin (Pharmaceutic Necessity)
Mercurphylline (Mercupurin Solution)
Mercury Salicylate Injection
Mersalyl (Salyrgan)
Mersalyl with Theophylline Injection
Methenamine Tablets
Morphine Sulfate Tablets
Neocinchophen Tablets
Neostigmine Bromide (Prostigmine Bromide)
Neostigmine Bromide Tablets
Neostigmine Methyl Sulfate (Prostigmine Methyl Sulfate)
Neostigmine Methyl Sulfate Injection
Nicotinamide
Nicotinamide Tablets
Ointment, Yellow (Simple Ointment with Yellow Wax
Ointment (Absorption Base Type)
Oleovitamin A Capsules
Oleovitamin A and D Capsules
Oleovitamin A and D Concentrated, Capsules
Ox Bile Extract Tablets
Ouabain
Ouabain Injection
Pentabarbital Soluble, Tablets
Pentathol Sodium
Phenobarbital Elixir
Phenobarbital Tablets
Phenobarbital Soluble, Tablets
Phenolsulfonphthalein Injection
Physiological Solution of Chlorides (Ringer's Solution)
Physostigmine Lamels
Picrotoxin
Picrotoxin Injection
Potassium Chloride
Potassium Chloride Tablets
Progesterone
Progesterone Injection
Quinacrine (Atabrine)
Quinacrine Tablets
Quinidine Sulfate Tablets
Quinine Hydrochloride
Quinine Hydrochloride and Ethyl Carbamate Injection
Quinine Sulfate Tablets
Radium
Riboflavine
Riboflavine Tablets
Rice Polishings (Tikitiki)
Rice Polishings Extract
Saccharin Soluble, Tablets
Serum, Human Scarlet Fever Immune
Serum, Human Measles Immune
Soda Lime
Sodium Citrate Solution, Sterile
Sodium Nitrite Tablets
Sodium Salicylate Tablets
Sodium Sulfite
Strophanthin Injection
Strychnine Sulfate Tablets
Sulfanilamide Tablets
Sulfarsphenamine
Sulfapyridine
Sulfapyridine Tablets
Sulfapyridine Soluble (Sterile for Injection)
Sulfathiazole
Sulfathiozole Tablets
Sulfbromphthalein (Bromosulphalein) Soluble
Sulfbromophthalein Soluble Injection
Suprarenal Cortex, Extract (Cortin)
Suprarenal Cortex Injection
Surgical Silk
Surgical Silk, Sterile
Suture, Surgical, Synthetic
Suture, Surgical, Synthetic, Sterile
Tablets (General Chapter)
Testosterone Proprionate
Testosterone Proprionate Injection
Testosterone Proprionate Tablets
Tetanus Toxoid
Tetracaine Hydrochloride (Pontocaine HCl)
Tetrachloroethylene
Tetrachloroethylene Capsules
Theobromine with Sodium Acetate
Theobromine with Sodium Acetate Capsules
Theophylline Tablets
Theophylline with Ethylenediamine Tablets
Theophylline with Ethylenediamine Injection
Theophylline with Sodium Acetate Tablets
Thiamine Hydrochloride Elixir
Thiamine Hydrochloride Tablets
Thyroid Tablets
Thyroxin Tablets
Totaquine
Tribromoethanol (Avertin)
Tribromoethanol Solution (Avertin with Amylene Hydrate)
Trichoroethylene (pearls)
Urea
Water for Injection
Yeast
Yeast Tablets

THE CREATION OF A NEW

By DR. A. A. BOURNE*

Figure one, at the left, shows experiments being conducted with the use of automatic planting and fertilizer equipment with lemon grass. Figure two, below, shows a commercial field of lemon grass planted, fertilized, and cultivated with mechanical equipment.

EVER since the establishment of the sugar industry in the Florida Everglades the problem of ironing out the labor valley by finding steady year-round employment for large numbers of agricultural laborers has presented itself. It is partly through direct efforts by United States Sugar Corporation to solve this fluctuating labor problem that America now has a new agricultural industry serving the nation during this period of crisis.

During the end of 1934 the writer, after considering a rather large number of crop plants which seemed to have commercial possibilities in line with the labor situation previously outlined, selected lemon grass *Cymbopogon citratus* DC for trial under local conditions. Through the cooperation of Dr. A. Daane, late Head of the Everglades Experiment Station, a stool of the grass was obtained for experimental trials. Propagation was commenced immediately so that by July, 1935, enough planting material was available for establishing a 5 x 5 latin square fertilizer trial on typical intermediate willow-elder peat soil.

Apparently the only experimental work carried on with this crop in America previously was that by Hood[4] prior to 1917 in Central Florida. This work formed a valuable basis for the experiments which were subsequently carried out.

Preliminary Agricultural Research

Realizing the importance of certain special elements in the physiology of higher plants grown on the organic soils of the Everglades, the first series of fertilizer plots, planted on July 26, 1935, was uniformly treated with copper sulphate at 50 pounds and manganese sulphate at 25 pounds per acre. Sulphate of ammonia, muriate of potash and superphosphate were used as sources of nitrogen, potash and phosphorus, respectively. Trials were made with these materials singly and in combination, using plots 1/363 acre in size uniformly planted with 28 stools each in rows 3 feet apart. At harvest, each plot was weighed green and the oil extracted in a small laboratory steam-operated pilot plant. In this way the effects of different fertilizer combinations could be studied in relation to yield of grass and oil.

After securing the results from three successive crops during the summer of 1936 it was possible to draw several conclusions after statistically analyzing the data. It was found that the best fertilizer combination for the common willow-elder peat soil consisted of 200 pounds of muriate of potash (60% K_2O) and 200 pounds of sulphate of ammonia (20.5%N.) per acre. This treatment surpassed all others both for yield of grass and oil per acre. It was interesting to note that while either sulphate of ammonia or superphosphate showed marked response to nitrogen and phosphorus, respec-

*Chief of Agricultural Research, United States Sugar Corporation, Clewiston, Florida.

W ESSENTIAL OIL INDUSTRY

Figure three, above, shows lemon grass being harvested and loaded mechanically.

tively, when applied in combination with muriate of potash, yet results were very poor if both were applied with muriate of potash at the same time at the rate of 200 pound per acre for each fertilizer. Very marked response to potash was obtained in the trials, confirming Hood's (loc. cit.) observation concerning the great hunger for potassium which this crop exhibits on sandy soils of Florida.

Summarizing the results obtained experimentally from three crops with the best fertilizer combination

Figure four, above, shows the transportation of lemon grass in special field wagons to the processing plant.

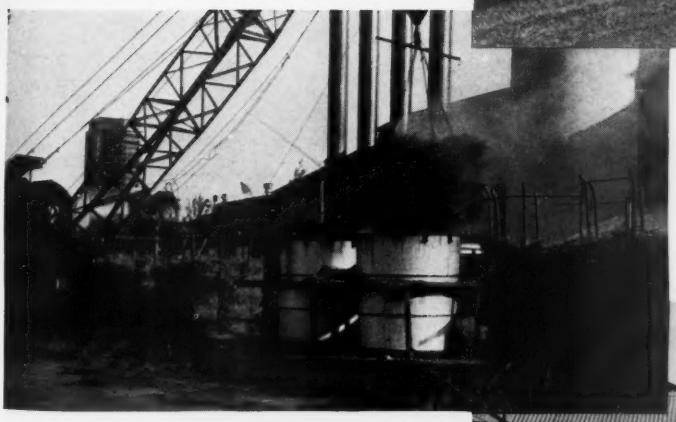

Figure five, above, shows processing tubs in the center and storage stalls for lemon grass. A load of grass is seen being removed with a steam crane. Figure six, at the right, shows the condensing and oil collecting equipment for lemon grass at the right of the picture, and the storage house at the left.

recorded above, Table I shows that from three cuttings in 1936 on willow-elder soil from plots planted during the previous summer, a yield of about 150 pounds of oil per acre is indicated.

Table I. Summary of Yields Obtained Experimentally from Best Fertilizer Combination on Willow-Elder Soil (1936). (Planted July 26, 1935)

Date of Harvest	*Calculated Yield Per Acre* Green Lemon Grass Tons	Lemon Grass Oil Pounds
June 8—June 18	22.63	76.76
July 30—Aug. 4	10.65	38.49
Sept. 24—Oct. 1	10.11	35.59

In view of the results reported by Hood (loc. cit.) from Central Florida in which yields of only 25 to 35 pounds per acre are indicated, the outlook for the Everglades area, with proper scientific fertilization, appeared most promising.

Pilot Plant Studies

In view of the promising indications given by this crop, the United States Sugar Corporation decided to extend plantings in 1937 and 1938 so as to make large-scale pilot plant studies possible. A number of problems had to be studied at this juncture, however, for agricultural wages had advanced considerably since the project had started. A rather comprehensive study of labor costs in foreign countries supplying the American market with duty-free oil was next made. With agricultural workers in the lemon grass oil industry receiving between 8 cents and 25 cents daily in these foreign countries and then shipping the oil duty-free to America to compete with agricultural laborers in this area receiving a minimum of $1.60 daily wage plus housing, medical assistance and several other perquisites, many innovations for saving excessive and expensive labor costs were naturally sought to overcome this unfair competition.

From the agricultural side of the problem, cheap methods of efficient planting, cultivation, harvesting, loading and transportation had to be worked out. Figure 1 shows experimental planting of lemon grass with automatic planter. Figure 2 shows a typical commercial field a few months after planting. Being planted in regular 3-foot rows, mechanical cultivation methods can be employed.

In several foreign areas the operations of harvesting and loading are done by hand labor. Hood (loc. cit.) mentions the use of a mowing machine and a horse rake to gather the grass. After considerable experimentation and the building of several harvesting machines the operations of both harvesting and loading are now carried out with a single, compact unit as shown in Figure 3. Special field wagons shown in Figure 4 receive the cut grass directly from the harvester and the loads of approximately 1½ tons each of green grass are readily transported by tractor to the processing plant. A basket connected with chains is placed in the bottom of each field wagon so that the load can be lifted mechanically and transferred either to storage bins or direct to the processing tubes which are made in the same shape and size as the field wagons. Figure 5 shows two processing tubs in the center with a row of storage bins each filled with a load of grass on either side. A load of spent grass is shown being removed from the processing tub after the oil has been extracted by steam distillation. The condensation of the volatile oil of lemon grass and steam is effected in a coil of pipe immersed in cold water in the rectangular tank shown in Figure 6. Automatic control valves regulate the temperature of the condenser water. The oil finally collects in a special separation tank and floats on the surface of the condensate water. It is drawn off, filtered and stored in 55-gallon drums under air-tight conditions pending shipment. The oil filtration and storage house is shown on the left in Figure 6. In all of the operations the grass is never touched by hand. If this situation is compared with that existing in India[1], it will be appreciated that considerable advance has been made in efficiency of operations.

Commercial Expansion

During the large-scale pilot plant operations in 1937-1938, some 240 acres were planted on rather sandy soil not suited to sugar cane culture. Detail costs were kept of all operations connected with this acreage, including land preparation and fertilization, drainage, planting, cultivation, harvesting and transportation. At the processing plant, costs of steam, cooling water, labor and supervision were kept also. The information obtained from all of these cost records enabled the formation of plans for future expansion as well as furnished data on cost of oil.

Before embarking on an expansion program, it was necessary to look into the demands for oil existing in America. Hood (loc. cit.), in 1917, estimated that about 100,000 pounds were consumed annually. Since that year there has been a steady increase in consumption. By 1939*, imports had risen to 530,746 pounds. In 1940[2], in spite of difficulties in ocean transportation due to the war, 380,231 pounds were imported. During 1941, however, market reports indicate clearly that due to shortage of ships and the loss of cargoes by naval action, the supply of oil to the American market has been seriously curtailed. Limited shipments from Guatemala and from our production in Florida have been the main sources of supply which could be relied on.

With regard to price of oil, it is interesting to note that Hood (loc. cit.) considered the commercial possibility of lemon grass in America on the basis of oil at 80 cents per pound. Even as late as 1939 the price of foreign oils f. o. b. New York was as low as 35 cents per

(*Continued on page 271*)

*Figures given by Mr. William A. Dunlap, U. S. Department of Commerce, Jacksonville, Florida.

BILE AND BILE PREPARATIONS

By M. A. LESSER

BILE is considered one of the most essential of the body fluids. Through the action of the bile salts and acids present in this secretion, it plays an intimate and important role in the emulsification, digestion and absorption of fats. Bile also aids in the absorption of iron and calcium and it is necessary to the absorption and utilization of certain vital fat-soluble food factors, such as vitamins D, E, and K, and carotene, which is the precursor of vitamin A. Bile likewise helps to diminish putrifactive processes in the intestine and it has natural properties which aid in maintaining normal intestinal motility and tone.[1]

Wiggers[2] also points out that the bile plays an important, though generally forgotten role, in regulating the acid-base balance and the calcium balance in the blood.

Obviously, adequate bile secretion and flow are essential for the normal performance of a number of important physiological actions. Any reduction in the secretion of this fluid, or any obstruction to its flow (e. g. gallstones), therefore, may unfavorably influence any or all of these actions. Surgical intervention is sometimes necessary to relieve an obstruction, but in most cases the administration of bile itself remains the most satisfactory means of treating biliary deficiency. Whole bile, bile extract, dessicated bile, and individual or combined natural or synthetic bile salts, with or without therapeutic adjuvants, have been employed to remedy such deficiencies.

Sobotka[3] points out that, "The production of bile acids is a specific function—one might say a monopoly—of the liver, but this organ also utilizes the bile acids returned to it by the circulation." After bile acids are introduced into the same bowel, either normally from the gallbladder or from products administered by mouth, a major proportion is resorbed during passage through the wall of the small intestine into the portal circulation and so carried to the liver where they lend themselves to the elaboration of new bile. A small proportion of bile escapes absorption and leaves the system by way of the feces and urine.

Despite the marked variations reported by different investigators, Sobotka estimates that from 800 to 1000 cc. is the upper limit of human biliary secretion. This secretion is continuous, but varies in intensity. The flow is lowest during sleep, but is considerably accelerated two or three hours after eating. To a certain extent, bile secretion is influenced by the character of the food eaten, but in general, the total daily formation of bile remains quite constant.[4] However, a reduction in the volume and concentration of the bile secretion can occur in fever, cachexia, circulatory disease and in hepatic disorders.[3]

Sobotka classifies the substances present in bile as follows: (a) typical bile ingredients such as the alkali salts of the bile acids, and the bile pigments; (b) lipids, cholesterol being of special significance; (c) muco-protein, a product of the mucous lining of the biliary passages; (d) constituents common to all body fluids, e.g. anions and cations, urea and purine derivatives, and certain enzymes; (e) non-physiologic compounds incidental to the detoxifying and excretory function of the bile, and (f) pathologic products of the body or its invaders.

The most important ingredients of the bile are the bile salts, and these constitute the main active constituents of this fluid. It is said[5] that normal human bile obtained from the common or hepatic duct contains approximately one per cent. of bile salts, but the concentration in the bile in the gallbladder is from six to ten times greater. These bile salts consist mainly of sodium glycocholate, sodium taurocholate, sodium cholate, sodium choleate and some sodium desoxycholate. Other bile salts are present in minute traces and small amounts of free bile acids may also be present.

Ordinarily the ratio between sodium glycocholate and sodium taurocholate, the main bile salts in human bile, is about 3:1. Ox bile, the chief source of most commercial bile salt preparations, does not differ greatly in composition from human bile in respect to this glycocholate:taurocholate ratio. Fresh ox bile is stated to contain about three per cent. each of sodium glycocholate and sodium taurocholate.[6]

Experimental studies[7] have shown that preparations of conjugated bile acids are superior stimulants to bile flow and produce an increased excretion of normal biliary constituents. The oxidized unconjugated preparations increase the aqueous fraction of the bile, but result in an absolute decrease in the output of natural bile acids.

Bile acids are standard preparations for the treatment of a wide variety of conditions. They find some use as cholagogues and quite extensive employment as choleretics in the treatment of certain liver and gallbladder conditions. In former days, the term cholagogue was used rather loosely to designate any drug which increased the flow of bile, but now it is restricted to those materials which stimulate the evacuation of the gallbladder. The word choleretic is used to refer to agents which produce an increased flow of bile and an increased elimination of bile constituents.[8] Bile salts act as choleretics in that, when administered orally, they provide the liver with a suitable material for the formation of new bile.[3] The administration of a fat meal is now generally accepted as most efficient cholagogue to induce gallbladder contraction.[9]

Bile salts often find valued use in the treatment of chronic cholecystitis, an inflammatory disease of the gallbladder which is frequently associated with gallstones and altered liver function. The occurrence of this condition is quite high and it has been estimated that almost half of all women over forty who have had children are afflicted with this condition. Where gallstones are present, surgery is usually indicated for definite results. However, where stone is not a complicating factor, medical treatment often gives relief. Stoneless glalbladder disease frequently responds to bile salt medication accompanied by other conjunct therapeutic measures.[10, 11]

One of the major fields for bile salt therapy is in the treatment of functional disturbances of the biliary tract. This is a very frequent condition in late middle-aged and elderly persons, and Rehfuss[12] estimates that probably one-half of all patients past age 40 have some disturbance of the biliary tract. These disturbances manifest themselves in several ways; flatulence, constipation, abdominal pain, food intolerance, headache and general lassitude. Since there is no obvious organic disease to which these symptoms can be attributed, treatment is given to afford symptomatic relief and to minimize the tendency to develop a more serious biliary disease.

A growing use for the bile salts is their employment as prophylactic measures to prevent gallstone formation. It is quite well established that bile salts increase the solubility of cholesterol. Cholesterol, in turn, either in its pure form or with an admixture of calcium salts, is the chief constituent of human gallstones.[3] Therefore, in the modern view, the maintenance of a normal bile salt-cholesterol ratio in the bile is an important element in the prevention of stone formation. Newman,[13] commenting on this newer attitude, points out that gallstone is due not so much to an increase in the cholesterol in the bile as to a decrease in the bile salt content. The bile salts normally keep the cholesterol in solution where it can do no harm. The choleretic action of the bile salts are thus indicated when there is a reason to believe that bile secretion requires stimulation and they may be used when it is desirable to make the bile a better cholesterol solvent. Other clinicians[10] have expressed similar views.

Since bile salts exert a mild stimulant action on peristalsis and help to reduce intestinal putrification, they have established their value as mild laxatives and they apparently are of benefit in certain cases of obstinate constipation. These salts are frequently used in the formulation of cathartic preparations. Sollmann[14] has observed that bile seems to be necessary for the activation of many of the resinous cathartics, the bile presumably increasing the solubility.

In a recent report of studies of the effects of a bile preparation (dehydrocholic acid) on the emptying time of the normal human stomach, Van Liere and Northup[15] pointed out that due to their choleretic effect, bile salts act as laxatives. They cited the work of Winfield[16] who had stated that even in normal animals the ingestion of dried bile increases the gastric tone and the amplitude and rate of gastric contractions. In their own studies, these workers found that the average emptying time of the stomach was decreased by 21.2 per cent. by the use of a bile preparation. Such acceleration of the stomach emptying time could be considered a desired action when bile salts are indicated for chronic constipation. In the opinion of these investigators, if constipation is capable of reflexly inhibiting gastric motility, it would presumably be desirable to administer bile preparations to stimulate motility of the stomach and upper intestinal tract.

In the past, the stimulating action of bile on the intestinal musculature has been utilized for cathartic enemas.[3] Used in this way, bile has been utilized to act against impacted feces and ascaris worms, but, according to Sollmann,[14] such bile usage has little advantage over soap enemas.

Bile salts have also been employed in the treatment of anorexia or loss of appetite. Winfield[16] obtained good therapeutic results in patients suffering from symptoms of anorexia by the administration of dried bile in capsules. Where bile feeding was efficacious, the increase in appetite was usually evident within a few hours. However, in anorexia without evidence of bile disease, most cases showed no benefit or only slight improvement, and some showed aggravation of the condition.

Migraine headaches and other allergic conditions arising from intestinal causes are quite often relieved, to some extent at least, by the administration of bile salts. According to Hunt's[17] experience, such cases of "bilious migraine" constitute approximately 40 per cent. of all migraine.

As has been previously indicated, bile is intimately associated with the absorption and utilization of the

fat-soluble vitamins. Greaves[18] has observed that the effectiveness of the fat-soluble factors in markedly altered by damage to the liver. Heymann[19] found that vitamin D, given by stomach tube, was not present in the blood serum of dogs in which the common bile duct was tied off and transected, thus demonstrating that this factor is not absorbed unless bile is present in the chyme.

McNealy[20], in his discussion of the preparation of patients for surgery in jaundice, points out that the fat-soluble vitamins are likely to be deficient in these conditions, and such deficiencies should be made up by giving vitamins A, D, and K. He advises the use of plain ox bile extract to promote their absorption.

Greaves[18] mentions that vitamins A, D and E are stored in large amounts in the body even in the presence of liver damage and large excesses are usually available to tide the individual over a crucial period. This, however, is not the case with vitamin K, the antihemorrhagic factor. This vitamin is absorbed through the agency of bile salts, and in cases of jaundice or other biliary deficient conditions, the available supply of these salts to the intestine is cut off.

This makes an important, quite new indication for the employment of bile salts. It is now common practice simultaneously to administer vitamin K together with bile salts to overcome hemorrhagic tendencies in patients about to undergo surgical treatment. It is hardly necessary to go into details on this phase of bile usefulness, since the relationship between vitamin K and bile has already been discussed in this journal.[21]

However, a more recent study is worth citing. Last year, Townsend and Mills[22] reported a comparison of the results obtained in 18 cases of jaundice in which treatment with vitamin K was not given, with those of 17 cases in which vitamin K and bile were given and three in which the synthetic vitamin was given. There were three deaths in the untreated group, but none in the other group. Vitamin K and bile therapy resulted in a prompt beneficial effect. They found that the oral administration of 3,000 units (approximately 90,000 Dam units) of vitamin K daily with from 2 to 3 Gm. of dessicated whole bile is sufficient to reduce the prothrombin time to normal in three days.

Bile salts and whole bile preparations have been found to have some value in the treatment of peptic ulcer. In 1935, Blanck[23] reported that ulcers had developed in five of eight dogs after complete external drainage of bile. The development of similar ulcers in three other dogs, treated in the same way, was prevented by refeeding the bile drained off.

Several years later, Emery and Schnitker[24] reported a study of the effect of feeding bile to patients with peptic ulcer. A specially prepared dessicated bile was given to 40 patients over periods as long as two years. Since failure to obtain relief occurred in 25 per cent. of these cases, the results were such as to exclude bile as a specific treatment for the disease. However, many of the patients did obtain definite relief of their symptoms; 27 per cent. had "excellent" results and 30 per cent. had "good" results. From the results of this clinical investigation, Emery and Schnitker concluded that bile may be useful as a means of relieving the symptoms of certain patients, in whom the use of alkali is contraindicated.

Bergh[25] found that, of 32 patients with peptic ulcer treated with bile salts, 81 per cent. were definitely improved, while 19 per cent. were not benefited. Improvement usually became manifest a week or ten days after starting treatment. It was found that some patients suffered increased pain for a while after treatment with bile salts was instituted; this was probably due to the local irritative effect of the salts. Roentgenographic evidence of healing of the ulcers came more slowly than the clinical improvement, but later it was found that X-ray evidence of healing conformed with clinical improvement.

There is also some laboratory and clinical evidence that the injection of bile salts and bilirubin (a bile pigment) may be of value in the treatment of arthritis. Apparently this work is still in the preliminary stages and not yet available for clinical application. Summaries of the pertient data are available in the literature.[26,27]

Bile is frequently referred to as an antiseptic. Sobotka,[3] however, points out that "Bile cannot be called a general antiseptic, but it combines bacteriostatic and attenuating ability towards some organisms with chemical properties that make it definitely antiputrefactive . . . While favorable or indifferent towards the development of some organisms, bile is distinctly hostile to some other pathogenic species, and by this behavior, it has earned the reputation as an antiseptic."

This statement is clearly borne out in the literature. In one standard text on bacteriology,[28] it is pointed out that, if rabbits' bile is added to a broth culture of pneumococci, the culture becomes clear due to the dissolving of the cocci. A 10 per cent. solution of sodium taurocholoate has the same effect. However, streptococci are not dissolved by bile. Bile inhibits intestinal putrefaction, but bile-containing media are used in the bacterial examination of water to determine the presence of the water-polluting colon group of organisms. Smith[29] recently reported that certain bile salts are able to inactivate some viruses, but not others. He found that sodium desoxycholate and sodium apocholate are very activate, while sodium cholate is only slightly active. Other instances could be cited to show the variable bactericidal action of bile preparations.

Sobotka mentions that the use of bile in infections of the eye was part of ancient medicine, the disinfectant action of the bile for such treatment being mentioned in the Bible. He cites the fact that in recent times one finds bile salts, or commercial preparations containing them, recommended occasionally for their antiseptic action.

Hilgermann[30] advocated the parenteral administration of small amounts of sodium taurocholate as a pro-

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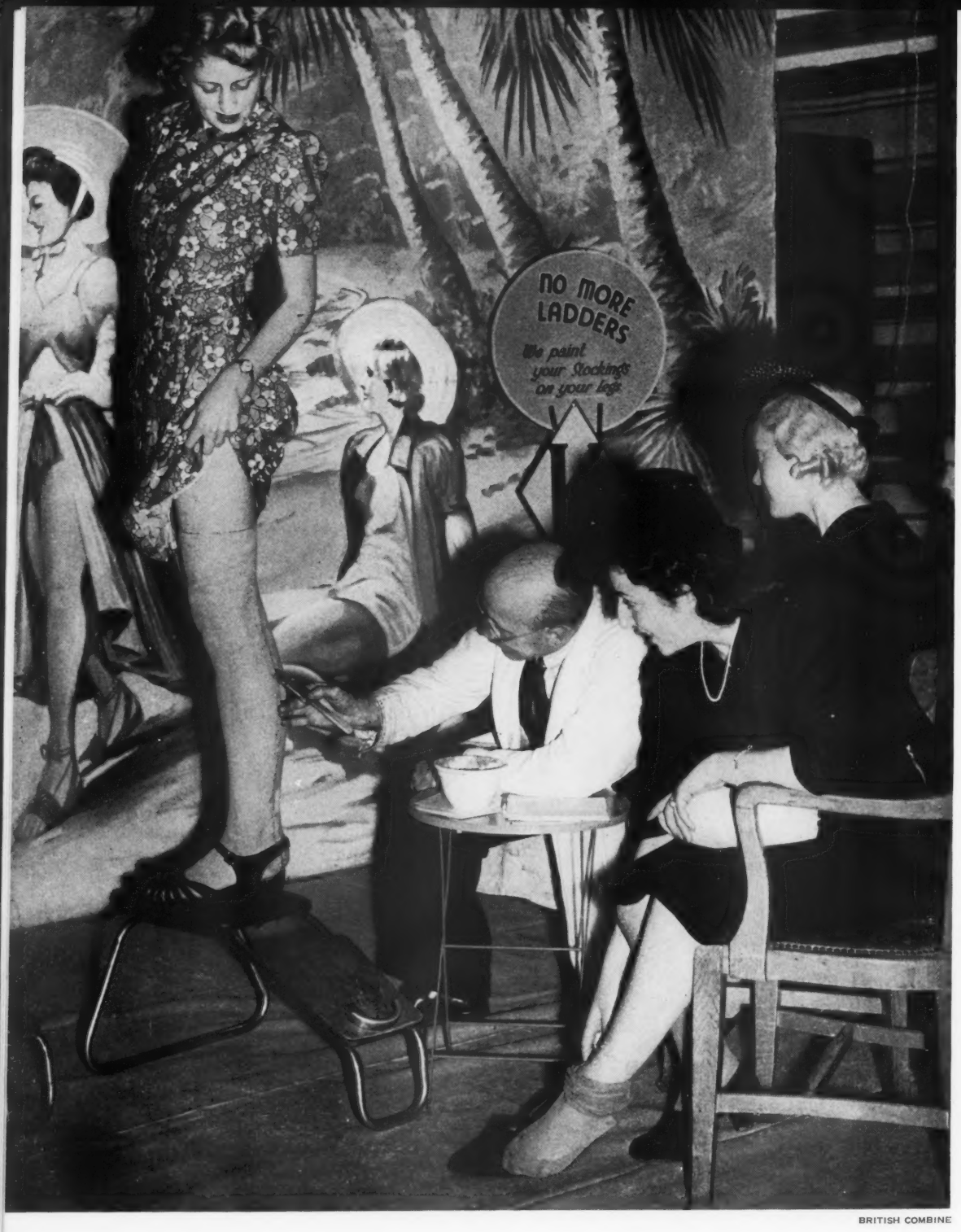

BRITISH COMBINE

COSMETIC STOCKINGS

By JOSEPH KALISH

THE indicated shortage of silk for stockings recently led to a terrific buying rush which has since slackened. Nevertheless, there are many indications that the future situation with regard to silk supplies will be considerably worse before it becomes much better. Sooner or later we can expect a duplication to some extent of the situation in England, where rationing induced by shortages has resulted in apparent widespread use of preparations to be applied to the legs to simulate the appearance of silk stockings. In fact, even without a shortage of stocking materials, cosmetic manufacturers have been overlooking a bet in not formulating cosmetics for altering the appearance of the leg surface, covering minor blemishes and changing color.

The problem is less easy of solution than appears at first, since no ordinary face powder mixture will serve adequately as a leg covering. Except for shades of color, face powder requirements are far less rigid than those for a preparation intended to adhere over a long period of time to extensive skin areas.

Until new styles based upon cosmetic stockings originate, the finished preparation must simulate as much as possible the appearance of silk stockings. This appearance includes both color and texture, involving the use of those pigments that permit the natural texture and tint of the skin itself to blend with the pigments.

The preparation must be easy to apply, requiring only very little more time and effort than the actual putting on of stockings. A nice balance must be reached between extreme speed in drying and slower speed permitting more even application. Most items of this type, however, suffer from the disadvantage that a second person is necessary for application to less accessible areas. Daily application in the morning by a young woman already almost late for work is usually out of the question.

Nor, with those preparations that we have seen, is it possible to make the application after the evening bath and before retiring for the night, since in this case, most of the leg covering will be lost by contact with the bed sheets. In fact, contact with the hem of the skirt results not only in loss of covering from the leg, but also in soiling of the skirt.

In short, the requirements of a cosmetic stocking preparation are tied up with color, texture, ease of application, and adhesion including some degree of moisture fastness.

Color, the shade depending upon current style as determined by surveys of the stocking market, is given for the most part by insoluble pigments made from certified dyes. Since these pigments give deep shades they must be extended by white materials. The white extenders must have a certain degree of covering power sufficient to hide minor blemishes and irregularities in skin texture; yet they must not be so heavy as to confer a heavily powdered appearance. A certain amount of zinc oxide or titanium dioxide is useful in giving desired opacity. They must be used sparingly. Precipitated chalk, with less covering power, is useful for that reason. Colloidal clay, calcium trisilicate, talc, zinc stearate, etc. are also useful additions to the pigment mixture. In some instances the judicious use of bentonite or similar emulsifying clays may be quite valuable in assisting pigments to remain in suspension long enough for easy and even application. In addition to the insoluble pigments, it seems a good idea to add a very small amount of dye of the same shade, soluble in the medium used. This will not only tint the liquid, but also very slightly stain the skin surface. A mixture of colors in this way acts very similar to the mixture in lipsticks, where top color from the pigments may be rubbed off, with the undertone of bromo acid or oil-soluble dye still giving color to the lips.

Texture is probably the most difficult requirement of all to meet, since other fabrics are not altogether successful in simulating silk, and difficulties are even greater with pigment mixtures. The use of substantial amounts of talc and similar semi-transparent materials will assist in permitting skin texture to show through the application, while small amounts of opaque pig-

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AMORPHOUS WAX

By DR. ERICH MEYER*

Describing a new micro-crystalline wax for cosmetic and pharmaceutical manufacture.

AMONG the more recent developments in petroleum technology has been the production of a new type of amorphous wax characterized by several properties especially useful in the formulation of cosmetic and pharmaceutical preparations. After an initial period of small-scale production for experimental use, the product is now being made available in larger amounts.

Because of its unique properties, this wax is an extremely valuable addition to the petroleum products now commercially available for the manufacture of cosmetics and pharmaceutical ointments. Paraffin, the most commonly used of the petroleum waxes, is not always the ideal material because it is known to possess a relatively coarse, crystalline structure. Therefore, unless the finished product is extremely well formulated and balanced, hard crystalline grains are likely to form in the cream and give it a "gritty" feel. Conventional amorphous waxes are much less likely to produce these lumps and have been useful for the production of smoother creams. In using these waxes, however, it is difficult, because of their rather high melting point, to make a soft cream such as is most acceptable. A low melting point wax which does not crystallize or make an unduly hard cream has thus been desirable and is now available.

This new wax is refined from selected solid hydrocarbons of relatively low melting point and amorphous structure. It is odorless, tasteless and is completely colorless. In the mass, this wax is white without any off-tint and is sufficiently plastic to be molded with the fingers at ordinary temperature. It is, therefore, especially suitable for those pharmaceutical and cosmetic applications requiring absence of brittleness. It will be apparent that this low melting point amorphous wax is a thoroughly unique product, capable of effecting considerable improvement in the quality of many cosmetic and pharmaceutical preparations. Since this wax is of widest use as a replacement or supplementary ingredient in preparations whose formulas are established, it is unnecessary to offer new formulas. Instead, an enumeration and description of the specific properties of the new wax will suggest to each manufacturer how he may best utilize it, retaining, at the same time, the individuality of his present product.

Probably the outstanding property of the new wax is its ability to hold oils, preventing leakage or the less drastic but equally undesirable sweating. To overcome this tendency, the product, either cream or ointment, is ordinarily hardened by means of additional wax. This introduces the problem of excessive hardness or grittiness from the precipitation of crystalline paraffin. The use of low melting amorphous wax in place of paraffin, or to replace part of the ozokerite often used to prevent sweating will usually result in preparations which are smooth, soft, easily spread and remarkably free from oil leakage.

Often excessive amounts of expensive emulsifying waxes and emulsifiers are used to overcome oil leakage; in many cases, this will be unnecessary, for a relatively small amount of this amorphous wax does its specific job of oil-holding, while a minimal amount of emulsifier serves to keep the water and oil phases of the cream together. This is especially the case with water-in-oil absorption bases which are considerably improved by the use of amorphous wax. This improvement is shown by the increased ability of these creams to hold their oil under conditions of use.

Waxes such as paraffin are often used in both creams and ointments, especially those containing substantial amounts of oils or water to improve their consistency. This improvement may carry along with it the disadvantages of grittiness or stickiness, depending upon the hardening agent used. Low melting point amorphous

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wax used judiciously will result in smooth products, without drag.

Finally, the specific properties of a plastic, non-brittle amorphous wax are directly applicable to the solution of problems met in the formulation of solid brilliantines, pomades, paste rouge, lipsticks, etc. The amorphous wax may be modified by the addition of various amounts of mineral oil and special waxes, to fit individual requirements for paste rouge, ointments, pomades, in which variations from present formulas are desired. Above all, stickiness can be prevented when desired, by the proper use of this wax.

All of these suggestions have been based upon the three outstanding properties of a new low melting point amorphous wax, namely, its ability to hold oil without sweating in either creams or ointments, its non-crystalline structure, permitting the manufacture of permanently smooth, non-gritty products, and its plasticity, imparting desirable qualities of easy spread and softness.

Bile Preparations

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phylactic and therapeutic measure in the treatment of infections caused by beta hemolytic streptococci. Schmidt and Remson,[31] however, failed to duplicate Hilgermann's experiments and they found that preparations of sodium taurocholate and deoxycholate were not effective in treating such infections.

A new germicidal compound, a combination of iodine and bile salts, was recently patented by Goedrich.[32] Tests on this germicide, called iodocholeate, indicate that it has certain advantages over inorganic iodine, in that it is non-irritating, non-volatile, is not as destructive to tissue and has a lower toxicity. Bacteriological tests also indicate that it has a higher germicidal and fungicidal action than iodine solutions.[33]

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New Essential Oil Industry

(*Continued from page 264*)

pound. With our increased costs of labor and materials in Florida, it is frankly admitted that even with vast improvements in agricultural and processing methods, oil at this low price would not attract capital for commercial production, especially in the absence of any tariff protection such as is afforded peppermint oil producers. Therefore, an effort was made to develop our by-product in the form of spent grass, which, in most foreign areas, is used for fuel or composted to make organic manure. Since Piper[5] recorded that the center of the tender stems of lemon grass is a very common constituent of curry powders and the leaves to make a tea and further inquiry from Dr. A. F. Sievers* revealed the fact that the spent grass from Hood's experiments had previously been fed very successfully to dairy cattle in Central Florida, it was decided to investigate the use of this product, both fresh and when suitably dehydrated, as a cattle feed product. From data recently published by the writer[3], it is shown clearly that dehydrated lemon grass pulp containing 35% cane molasses makes an excellent feed for finishing beef cattle in Florida when supplemented with small quantities of a protein concentrate.

In view of the successful by-product utilization and the establishment of the industry on the basis of both oil and cattle feed, competition with foreign producers can now be fairly met. The industry has therefore been expanded considerably in order to supply American producers in this time of crisis with a secure source of fresh oil having a minimum of 75% citral content and also give the cattlemen of Florida a reasonably priced feed product for finishing steers economically. That both of these products have been accepted by the users is shown by the fact that during pilot plant operations approximately 12 tons of lemon grass oil were sold for prices ranging from 55 cents to $1.50 per pound and more than 1,000 tons of dehydrated lemon grass pulp and molasses feed have been consumed by cattle feeders.

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Editor's Note: We believe that the above constitutes a real contribution to the independence of the United States in the raw materials of this industry. The production of lemon grass in this instance is founded on real business economics. As other examples come to our attention we shall continue to keep abreast of them.

Cosmetic Stockings

(*Continued from page 269*)

ments will give the desired amount of hiding power. It also occurs to us that the use of a dry powder containing 90% or even more of talc properly tinted, applied liberally to the skin, rubbed in, and the excess brushed off, should give an approximation of the effect desired and even a fair degree of adhesion.

Although a talc application can be made with dry material, powders are almost invariably applied to the legs in the form of a suspension. The idea behind the lotion application is greater ease and greater uniformity of application. Water constitutes the major proportion of the suspending medium. It should be modified by the addition of a certain amount of alcohol to promote more rapid drying. Furthermore, a certain amount of glycerin or similar non-evaporating liquid should be present to act as a plasticizer and adhesive to prevent the powder from flaking off of the legs. A useful addition to the liquid should be a small proportion, differing according to the material used, of a wetting or spreading agent. This should promote a more uniform spread of the solution on the skin surface. Too much is not desirable, since the liquid will then be very likely to lather excessively. A mixture formulated along these lines will still not adhere so well that it cannot be rubbed off by contact with the skirt hem, and a fixative should be of some value. The addition of a gum, natural or synthetic, should be very valuable in promoting adhesion and may even serve to modify texture in a desired manner. Here again the gum should be used judiciously, excessive amounts thickening the mixture unduly, and preventing uniform spread and quick drying.

At this point the analogy with liquid lipsticks seems quite clear. An alcoholic solution can be used as the basis, and will contain more or less water depending on the solubility of the film-forming substance. For film formation we have in mind specifically ethyl cellulose which is not especially compatible with water. Only a small amount should be present in the solution along with sufficient plasticizer, such as castor oil, to give some degree of flexibility. A little alcohol-soluble dye should be present along with a substantial proportion of pigment. In order to prevent too rapid drying, certain proportions of higher boiling solvents may be added to the solution.

This ethyl cellulose solution should provide a coating that not only resists rubbing, but also the action of water to a very substantial degree and an additional bottle of removing liquid, consisting of the solvent used with the ethyl cellulose, should be made available at a relatively low price. This follows out an analogy with both liquid lipsticks and manicure preparations. The amount of research necessary to produce the right product seems well justified by the potential size of the market available.

In any case, we cannot see that merchandising has been at all smart, at least in this country, with this product. When brushing lacquers, or even nitrocellulose nail polishes, were first introduced no one suggested that they be applied either with the fingers or a small wad of cotton. There is even less reason for making this suggestion in connection with a preparation that must be applied uniformly over a relatively large area. A good brush of the proper flexibility should either be given away with the package or sold separately. Best methods of application should be worked out and described in minute detail.

In some cases an additional "seam" is painted on the back of the leg to give an even closer imitation of a silk stocking. This seems to us to be an unnecessary complication and should eventually drop out of the picture. A "seam" preparation can consist of the same pigment mixture, in higher concentration and with the addition of some black, as is used in the main product. Here again, a small brush should be made available.

PRIORITIES

More raw materials used by this industry will be placed under full priority as defense needs increase to the point at which defense needs and civilian needs cannot be supplied regularly. The difficulty is that the defense needs are not known to the producers soon enough. In the case of aluminum, it is well known that the government told manufacturers to prepare for certain production for defense needs, and then before this production was reached, the government stepped up its demands sharply. This caused an entirely different situation that called for still further erection of plants.

In the case of alcohol it is said that the production of smokeless powder is far ahead of schedule. Producers of alcohol were told some time back that they should ship fifty million gallons of alcohol for this use at a certain date. That date is still in the future but powder manufacturers want it now because they are ready to use it. Naturally the government will see that the alcohol is made available for this use if it is to be found.

There is no way of predicting how tight the situation will become in articles placed under priority for the reason that there is no telling how long the war will last or how many nations we will attempt to supply with munitions and other things. As General Hugh Johnson expresses it, the way to win a war is to fight as though it was going to be over tomorrow, and produce as though it was going to last ten years. There appears to be no question but that the more that is produced, the greater will be the demands for further increases in production. The ultimate point will be reached when practically everyone is working to some extent on defense production, and this does not seem to be too far in the future.

CHEMICAL SALESMEN AT SHAWNEE

The Salesmen's Association of the American Chemical Industry celebrate the twentieth anniversary of its founding.

THE Salesmen's Association of the American Chemical Industry held its first extended out of town meeting on October 5, 6, and 7 at Shawnee-on-the-Delaware. This meeting was in celebration of the twentieth anniversary of the association. Founded twenty years ago as a means of getting the salesmen of the American chemical companies acquainted with one another, the association has served its purpose well. In 1921, when the association was formed, the greatly expanded chemical industry was trying to build itself up after the oversold condition of the war days had disappeared. A large number of the salesmen had come into the picture during the war times when all one had to do to sell any chemical was to have it to offer. But things were different in 1921 and the domestic manufacturers had to fight to hold the market which had come to them during the war.

The association served its purpose well. And during recent years the association has become so financially stable that the four or five luncheon meetings which are held during the winter months are free to the members who only pay five dollars a year dues. The association holds four golf tournaments during the summer months, recently giving free greens fees at the August tournament to all members who attend the June tournament.

This year the association decided to have a meeting out of town to mark the end of twenty years of association history. About one hundred and fifteen members journeyed to Buckwood Inn and Country Club. Friday night the crowd gathered for dinner. Saturday morning all the members attended the meeting. Saturday afternoon the golf tournament was played, and Saturday night a floor show and entertainment was provided. On Sunday a softball game was played in the morning; then horse shoe pitching, and finally an outdoor bar barbecue.

The meeting on Saturday was opened by Walter D. Merrill, of Joseph Turner & Company, president of the association. After calling the meeting to order and welcoming the members and guests, Mr. Merrill introduced Dr. D. P. Morgan, senior consultant of the chemical and allied products branch of the OPM.

Dr. Morgan stated that conditions were changing so rapidly in Washington that it is impossible to give any information upon which manufacturers can rely for any length of time. He told of eighteen thousand priority applications which had not been acted upon at that time, stating that it was the intention of getting these acted upon at once and then keeping the situation right up to date. He spoke of the huge requirements of the defense program, indicating that when one considered the size of the undertaking, the progress was remarkable. Such a large program is bound to make itself felt, and further effects will be noticeable as the program steps into still higher gear.

He said that it had originally been intended to handle the chemical situation on a cooperative basis without the use of priorities. This went along all right until one of the chlorine manufacturers found that in order to fill defense requirements, he had to short-ship a contract customer. He then went to Washington and asked them for an order that would permit him to ship for the defense program goods that should go to this contract customer so that he could avoid a suit for damages to the customer. The government officials told him they would give him such an order. After considering the situation, the officials decided that the only order that they could give the chlorine was to place chlorine under full priority. Therefore the chlorine priority was drafted. As other chemicals got into a similar situation, the chlorine form of priority was followed for other chemicals.

Following Dr. Morgan's talk, a symposium was held on "The Functions of the Chemical Salesman during the Present Emergency." This was held as a question and answer period with Thomas R. Farrell, editor of the Drug & Cosmetic Industry acting as master of ceremonies. Those answering the questions were: E. A. Orem, of the chemical division of E. I. Du Pont De Nemours & Company; Ralph E. Dorland, of the Dow Chemical Company; Robert P. Gould, of the Heyden Chemical Corporation; Robert J. Quinn, of Mathieson Alkali Works; and Francis J. McDonough, of the New York Quinine & Chemical Works.

The questions which formed the basis of the symposium are:

"What should be the salesman's sales approach during the present emergency?

"Should a salesman make his routine calls even though his company cannot supply customers' usual requirements?

"Shall salesmen be allowed to spend more or less on customers under the present emergency?

"Should a salesman be supplied with detailed information by his company on supply and demand of their products?

"Should a salesman recommend other competitive sources of supply when his company is unable to supply his customers?

"Is it better policy to maintain your outside salesmen or call them into the office?

"What should be a salesman's attitude toward promoting post-war business?

"Should salesmen attempt to divert a portion of their time from the Purchasing Agents to cultivate the goodwill of the Technical and/or Productive Depts.?

"Should a salesman participate in trade associations and/or trade conventions to a greater or lesser degree than under normal conditions?

"What about credit for sales of new or patented items developed by his Research Dept.?

"What is the management's responsibility on income and employment to their salesmen during this period of restricted order acceptance?

"Should a company encourage its salesmen to recommend substitutes, even though the said substitutes cannot be supplied by his company and what about the long term viewpoint?

"Is a salesman equally valuable to his company when aiding in the distribution of a very limited supply of a product, as he would be in the actual selling of a product that is more or less plentiful?

"Would you send out Technical service men to call on consumers even though you cannot supply sufficient material through distributors to satisfy the needs of such consumers?"

The answers given by those participating in the symposium expressed the opinion that the salesmen had a much harder task today when supplies are short than they had when supplies are plentiful. It is much more difficult to keep a customer during the present period of scarcity than it was before when goods were in free supply. Therefore the salesmen should call on their accounts at least as often as before and probably more often as a means of letting the customers know that the salesmen are interested in them even though sufficient goods are not available to satisfy his demands.

The salesmen should do just as much entertaining as before, and in fact they should do everything possible to convince the customers that the salesmen and their companies think just as much of the customers and feel very badly that the supplies must be curtailed for the defense effort. A salesman should go as far as he can in aiding his customers in this time even to the extent of recommending competitive sources of supply and should go as far as to take the customers to competitors and introduce them. The feeling is that honesty with a customer and a display of real assistance in this emergency will make the customer realize that his supplier is really interested in his welfare and will aid the supplier in retaining this customer when goods again are in free supply.

Under present conditions the number of questions being asked over the telephone has multiplied and salesmen must spend more time in the office so that these questions can be intelligently answered.

Salesmen should spend just as much or more time at trade conventions as a means of getting further opportunities of explaining the situation to customers and of further impressing customers that the manufacturers are interested in them. No opportunity should be overlooked to follow up this important task.

Most salesmen of chemical houses are on straight salaries, and these should not be lowered for the reason that a salesman's volume might decline due to the fact that goods cannot be shipped to his customers because of defense requirements. As a matter of fact, more salesmen should be added to the staff at the present time and trained so that when the emergency has passed and competition becomes extremely keen, the company will be well equipped and organized to maintain its position in the field.

Salesmen should be given all the information that it is possible to give regarding the true situation surrounding each item that his company manufactures. This is for the reason that he must be able intelligently to answer the questions asked him by his customers, and he must be able accurately to inform his customers as to what conditions lie ahead regarding each item so that the customer will know where he stands. The salesmen should be able to give the customers the reasons why certain products are being taken in such large quantities by the government so that the customers will more clearly understand the manufacturers' positions.

The fact that a customer might have to shut down his plant due to the fact that the chemical manufacturer cannot give the customer as much as he had before indicates what the salesman is up against. He must keep the customer's good will during a time when he cannot give the customer what he wants and during a period when the customer might feel that the manufacturer is responsible for the plight in which the customer finds himself.

The entertainment committee, under the chairmanship of the hard-working Philip J. LoBue, of Joseph Turner & Company, took charge of all phases of the meeting and everyone was pleased with results. Cooperating with Mr. LoBue were the other members of the entertainment committee: Frank G. Fanning, of N. I. Malmstrom Company; F. J. McHugh, of the New York Quinine & Chemical Works; J. P. Remensnyder, of the Heyden Chemical Corporation; Charles F. Alexander, of Seldner & Enequist, Inc.; Edwin J. Boehm, of National Aniline & Chemical Company; and R. J. Milano, of Millmaster Chemical Company.

THE MATTER OF SUPPLIES

The matter of supplies to carry on business will become increasingly difficult as the defense program speeds up. This is evident now that alcohol and related products have been placed under full priority so that manufacturers must fill defense orders before they ship their obligations to contract customers. The reason for placing products under full priority is that manufacturers have not enough supplies both for defense demands and the goods contracted for by regular customers. Under these conditions manufacturers are afraid of damage suits under the contracts of regular customers, so the government dissolves this responsibility by placing the product in question under full priority.

In many chemical raw materials in which this industry might be interested, the situation appears to be temporary. In the case of alcohol, for example, distillers have been caught unaware by the fact that the smokeless demands are coming to them faster than was anticipated. We published the fact twice or more during the last six months that smokeless powder plants under construction would come into production during the late summer and fall of this year and that consumers of alcohol should be well stocked on alcohol supplies before that time rolled around. But the shortage is much more acute than was anticipated. Now the capacity of alcohol production must be rapidly increased so that defense orders can be met and so that civilians can be supplied as soon as possible.

As examples of what is being done rapidly to relieve the alcohol shortage, the whiskey distillers are planning to produce alcohol for industrial uses; the government is going to throw into the pot the surplus corn which it bought to stabilize the market; and the Standard Alcohol is erecting a plant at Baton Rouge, La., to produce sixteen million gallons of alcohol per year. This latter alcohol is all sold for defense purposes. Further plans are under way for at least one new synthetic methanol plant to relieve the demand for ethyl alcohol for the anti-freeze market and to aid in increased amounts of formaldehyde for plastic manufacture.

The difficulty with the expansion of factories is that the equipment needed cannot be obtained. The production of synthetic methanol requires steel that will hold gases under very high pressures. There are only two steel producers in the country that can draw this type of equipment. The process of manufacture is similar to the drawing of gun barrels, and if this equipment is made to produce methanol, the production of gun barrels must be delayed. Citric acid produced by fermentation is produced in aluminum equipment, and everyone knows that every available pound of aluminum is demanded by the government for use in the production of airplanes and other defense equipment.

Chemicals which require the use of nitric acid for their manufacture such as silver nitrate and bismuth subnitrate are very tight and are apt to become shorter in supply as the defense program advances. This is for the reason that nitric acid is necessary to nitrate toluene and thus make TNT, or trinitrotoluene. As we stated some time ago, the shortage of methanol, and thus the shortage of formaldehyde which is produced from methanol, is due to the fact that plants which produced synthetic methanol were ordered to produce ammonia instead of methanol since either can be produced with the same equipment. The demand for ammonia is due to the fact that this can be converted into nitric acid.

Since there is not enough of those chemicals placed under full priority to satisfy both defense demands and civilian needs, the defense demands are being filled first, and what remains is being delivered for civilian needs. The government in Washington, however, will decide the order in which civilian needs are to be satisfied. In other words, in the case of alcohol, the officials in Washington will decide whether, after the defense needs are satisfied, alcohol should be delivered to perfume manufacturers before it is delivered to anti-freeze users or others, or whether anti-freeze or some other use will come first after defense needs. For example, it is said that one manufacturer of methanol is short shipping his customers in industrial channels,

In the present emergency it is well to understand the problems which the suppliers are up against and how the consuming manufacturers can cooperate with them. Suppliers want to help their customers all they can, but they cannot do the impossible.

but is packing his regular amounts of methanol to be shipped to sellers of anti-freeze. Soon the government will give a list of the users of alcohol for civilian needs giving the order in which they stand from the point of view of getting their supplies. Once this list is issued, the producers of alcohol will have no choice as to whom they will ship their production—they will be told what to do.

It is relatively easy for manufacturers of drug products to obtain their requirements of chemicals under the Health Supply Orders issued by OPM and OPACS, but these will not do much good when the defense needs are greater than the supply, or when there is not enough left to fill the demands for drug use after defense needs are satisfied. No matter how friendly a manufacturer is with his supplier, or no matter how good an account he may be in the eyes of his supplier, there is nothing that the supplier can do to satisfy such an account when the government tells him otherwise.

There is some question as to whether this system of priorities is actually legal to the extent that it allows suppliers to disregard contracts with civilian buyers. But a suit against a supplier to force him to ship when the government needs the goods for defense purposes is in bad taste and no one has thus far ventured to take this step. As a matter of fact, if such a suit were started a law that is now pending would probably be enacted immediately thus voiding the suit even though it had been won in the meantime.

Many industries will be curtailed or abolished completely for the duration of the emergency. The difficulty will come as to the decisions made in Washington as to what industries are decided to be essential and non-essential. Now is the time that certain minorities will seek to abolish industries under the plea of emergency that they could not abolish in peace times. This is the way in which prohibition was brought to this country in the last war. The need for alcohol was then greater than the supply as it is at present. So the manufacturer of alcoholic beverages was stopped so that more alcohol could be produced for the manufacture of munitions. Before the war was over, the interests opposed to alcoholic beverages had made prohibition a permanent condition. This is what all business men must watch out for today. Many of those in charge of these decisions have not the sound viewpoint of economics and business as it really exists and as it affects the country. Further, many advisers to OPACS are said to be ardent supporters of the "consumer movement," and in a position to put into practice many of the theories that no one would allow them to initiate if there were no emergency and free and open debate were allowed.

Manufacturers in this industry must take time off from the other phases of their business to do all that is possible to prevent their supplies from being curtailed. Even if a manufacturer is at present getting all the goods he needs, he may find himself in a bad position at a future date. The only way to follow the matter through is to go to Washington and see that immediate attention is given to requests. The priorities situation is in much better condition now that Donald Nelson has broken through the log jam that existed when eighteen thousand priority applications were piled up waiting to be acted upon. But still, the procedure changes rapidly in Washington due to the stress of conditions and the changing needs as the defense effort speeds up. Therefore, it is well to know whether your application is the proper one and whether it has been placed in the proper hands.

While manufacturers are now extremely busy with their regular flow of goods due to an excellent sales volume, they must not become too engrossed in the sales end of their businesses that they neglect to keep open their channels of supply. And this task cannot be left to the purchasing agent in times like the present and immediate future. He will need all the help he can get from other members of the organization as the task of getting certain supplies is likely to become almost an impossible one. Therefore, since good buying is really the same thing as selling, the sales executives

and other major executives of all firms should jump into the breach and cooperate with their suppliers to get the real facts presented to the proper authorities so that supplies can be kept coming.

The greatest cooperation that consumers can expect from their suppliers is that they are getting their proportionate share of such supplies as are available for them and their competitors who are also customers of the same suppliers. The emergency is certainly no time for one manufacturer to be able to gain a competitive advantage over other manufacturers in his field. Nor is the emergency any time for manufacturers to be allowed to build up huge profits. These things are not in the cards under the understanding of total war as it is fought in this day and age. The most that any manufacturer can hope to do is to maintain his prestige and his relative position in his industry. Therefore, if he can get supplies in the same ratio to other manufacturers in his field, he must be satisfied. The few that fight and holler for their supplies regardless of whether or not his competitors get any, is not entitled to any consideration. It is the proportionate allocation of supplies that chemical manufacturers are performing that satisfies the very large majority of their customers who realize that this is the only fair way to act under present circumstances. This very large percentage of the customers call up their suppliers of chemicals and simply plead with them to give another look and see if some goods cannot be spared to tide them over. There are no more of the threats that were heard from some of the unreasonable buyers a while back. Practically all of the buyers have been told how the situation stands, and they know that they will get no where with threats. They know that the chemical manufacturers are straining every nerve to supply them, but they call up just to remind the chemical manufacturers that they are still waiting. Even though the chemical manufacturers cannot forget their customers for one minute, it makes the customers feel better to be reassured by the suppliers that they have not been forgotten.

All chemical manufacturers today are expanding their plants as far as possible today, despite the fact that this equipment will lie idle after the emergency is past and despite the fact that the money for this expansion must come out of capital at a time when income taxes make it almost impossible to put this money back into surplus and thus protect the cash position of the companies. But the expansion is difficult because equipment is so hard to get. Replacements of equipment are worrying the chemical manufacturers to a marked extent. One cannot run equipment twenty-four hours a day without needing many replacements. And it is impossible to buy even electric motors without a priority. One manufacturer tells the story of necessary repairs to some typewriters which called for some new keys. The repairman wanted a priority number before he would supply the new keys. This was probably unnecessary because of the fact that it is possible to buy all the new typewriters that one might need, but it indicates the confused state that exists today.

There is no forecasting the future under war conditions. War is chaos and there is no one who can control conditions during war times. The only thing that is certain is that everything will be thrown into the pot in the effort to achieve victory. And as the defense effort progresses, more and more of the available raw materials and labor will be engaged in the defense effort. So manufacturers must cooperate with their suppliers to the fullest extent and be willing to understand their problems and the pressure that they are under in an effort to supply defense needs—which are constantly increasing—and also get some supplies to their regular customers. There is no need for buyers of chemicals to charge reliable suppliers with favoring one customer over another. This is not being done. Neither is there any need to charge manufacturers with holding back goods from regular customers and then selling them through second hands at much higher prices. This cannot be done today for the reason that the government will not permit it and the manufacturers know that the time might well come when the government might want to inspect their books in a search for just such instances.

$25-A-JAR-CREAM: Who said the "good old days are gone forever! Frances Denney has kept the press, the trade, and even the public in suspense about its "Oils of the Wilderness." Teaser copy was used in the September 1 issue of Vogue, reading, "Oils of the Wilderness—the most expensive cream in the world—created by Frances Denney of Philadelphia." So, everyone was kept in the dark as to price and details.

We now quote from an announcement by Frances Denney: "Oils of the Wilderness is the most expensive cream in the world. It is Lipoid Cream. What are Lipoids?—Lipoids are certain secretions of the glands of the body used by the cells in their process of living, but which diminish as the years pass. The most aging and mature skin needs only to allow Oils of the Wilderness to remain on the skin for 20 minutes, and needs to use it only two or three times a week. Oils of the Wilderness aids in keeping the skin in a receptive mood. Through its activating effect, it also aids in keeping the appearance of the skin firm. In the young skin, Oils of the Wilderness aids in maintaining the appearance of clearness and vibrancy. A young skin needs only to use Oils of the Wilderness once or twice a week, and should only be allowed to remain on the skin for 20 minutes. . . . . Oils of the Wilderness in one size only $25."

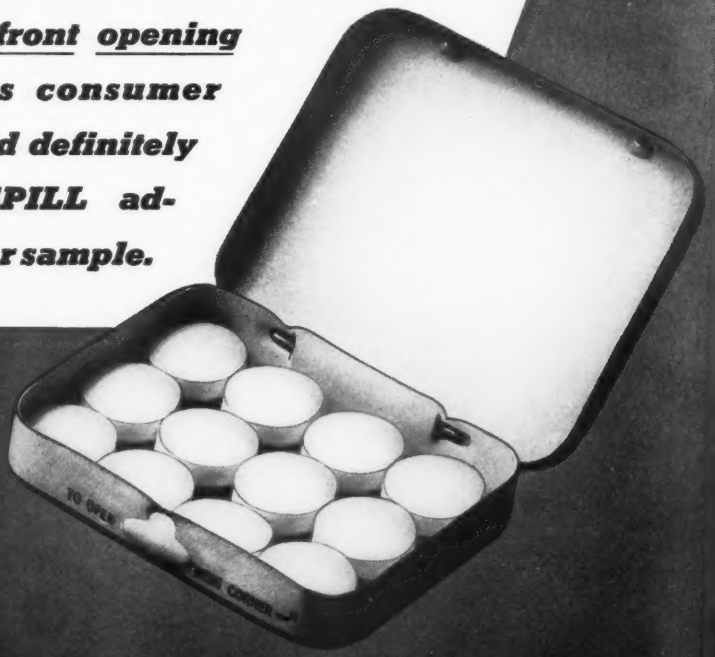
Whew! The suspense was terrific, but there it is!

"NATIONAL CAN"

Packaging..

Again Contributes to PRODUCT LEADERSHIP!

This EZY-OPENING Tablet Box features the "NATIONAL CAN" principle of front opening which assures consumer convenience and definitely practical NON-SPILL advantages.• Write for sample.



NATIONAL CAN CORPORATION

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MERCHANDISING NEWS and PACKAGING NOTES

COSTS AND PROFITS: The Federal Trade Commission's report on the eight companies studied in the cosmetic industry indicates that combined selling and advertising expense for this industry is higher than that for any other so far investigated. Combined selling and advertising expense for cosmetics, as disclosed by this study, is 30.66 per cent., with selling expense accounting for 10.01 per cent. and advertising expense for 20.65 per cent. The drug industry has not yet been studied by the commission so that any specific comparison here is not yet possible.

Total expenses in the cosmetic field were 45.77 per cent., total costs of goods sold, 42.53 per cent., and net profits, 11.47 per cent.

Others whose selling and advertising expenses loomed large were business machines with 27.60 per cent.; bread and bakery products with 27.10 per cent.; book and magazine publishing with 26.37 per cent.; and biscuits and crackers, with 24.06 per cent. Soaps were 19.11 per cent.

Largest net profits were in non-alcoholic beverages with 36.40 per cent. Industrial chemicals showed 19.91 per cent. and soap 0/51 per cent.

EARLY AMERICAN PINE: An entirely new addition has been made to the Shulton Early American family. It is Early American Pine, a group which includes two sizes of soap, bathoil and a bubbling bath, in wood veneer boxes decorated with pine needles, cones, and blue ribbon. This makes Shulton's third line in the Early American group of bath accessories, the first being the spectacular Old Spice, followed by Friendships Garden. Shulton capitulated to the cosmetic field a short time ago with its Desert Flower make-up, and now plans to broaden its Old Spice ensemble with face powder, which has already been introduced, lipstick, rouge and a vanity.

Among the Christmas packages are also two gift boxes in Old Spice for children.

SPORTSMAN TOILETRIES: To stir any man's longing for the wide open spaces (and what man doesn't long for them?) and to keep him smartly groomed, John Hudson Moore, Inc., has introduced its new line of "Sportsman" toiletries. Cognizant of the fact that it could not be "just another men's line," because the market is filled with them now, John Hudson Moore discarded idea after idea before presenting the line in its present form—and at this point it might be said that it was worthwhile waiting for! The idea for the name and theme was born in the glow of a campfire. The thrill of sport is captured in the designs of the Sportsman bottles. Authentic sporting scenes by celebrated American artists, are reproduced third dimensionally in actual color on each bottle. Every tint and shade in the original picture is faithfully duplicated. The central figure stands out dramatically on the face of the bottle. Its scenic setting is *on the back*, seen through the liquid, which imparts fascinating depth and limpidity to sea and sky. Mallard duck, sailfish and racing cutter designs are used on square, mannish looking bottles which contain shaving lotion,

hair dressing or cologne. Eight ounce bottles will retail at $2.50.

Sportsman toiletries lend themselves to a whole new range of merchandising opportunities for toilet goods departments—dramatic displays, inter-departmental tie-ups and store-wide promotions. Sportsman has year-round promotional values. Besides the millions of Americans who buy hunting and fishing licenses each year, the hordes that sail their boats, and the countless millions of men who just long for the wide open spaces, Sportsman toiletries makes its appeal to them as well as to the women in the world who purchase men's preparations as gifts mostly through eye appeal.

THE COSMETIC TREND: The run on silk stockings, followed by a bull market for liquid and powder base make-up, brown lipsticks and depilatories should be of interest to cosmetic laboratories, not so much for what it did to the above mentioned cosmetic items but for what may be in store for the cosmetic business if and when similar unexpected occasions should arise in the future in other industrial fields, or within the cosmetic industry itself.

Where these surprise developments may hit next is difficult to forsee. Astute buyers believe that there is a chance for the return of nail polish powders, nail rouges, nail waxes and the nail buffer, with an expected strong trend for indelible make-up. Red Cross workrooms are reported to frown upon cosmetics that may rub off on bandages and garments. Foot aids are coming in for much attention and several items, like bubble bath powders and others, are starting to cash in on the demand. Hair aids are watched for likely developments. Contrary to expectations the new hats are displaying as much hair as those of spring and the new fold-over coiffures, tried out now in the very best hairdressing shops but sure to find more general acceptance by mid-winter, require intensive hair care. Articles likely to benefit are brilliantines or hair pomades and the heavier type waving lotions which are sprayed over the coiffure.

While there is still no fashionable preference for any one scent, or group of scents, there are nevertheless indications that perfumes are getting ready for considerable activity. Customers ask for a lighter scent for day use and try to duplicate the same scent in a heavier type for the evening. Sets, carrying out this idea, find good attention.

Most stores are well covered with fall merchandise and counters do not show yet any real change from their habitual appearance. Buyers understand, however, that they may have to work with smaller shade selections, fewer sizes and that prices of many staples such as talcums cannot be maintained.

LAPEL LIPSTICK: Now a lipstick goes on the lapel! Pond's has conceived the idea of tying its lipstick up *very* closely with a dress—as a matter of fact, a Pond's lipstick hangs on a little gold chain pinned right on a "Lips" dress, designed by Loma Leeds. The dress retails at $8.95 and is now on sale in dress and department stores throughout the country. It's a smart accent to the dress and the shade is chosen especially to harmonize with the color of the dress. This interesting method of introducing Pond's lipstick to women who have not used it before.

"SPASAVER" BOTTLE: The "Spasaver" bottle introduced by Sharp & Dohme, is a packaging innovation for the storing and dispensing of liquid pharmaceuticals. It is designed not only to save valuable shelf space in the prescription department but also to offer a container which is more convenient to handle than the cylindrical type bottle. Measuring only 2 1/16″ across the base (as compared to 3″ for the old cylindrical type), the compact "Spasaver" is rectangular in shape (like a book) and permits the pharmacist 44% more *usable* shelf area. A clean pouring surface is assured at all times by the "Pour-Out" lip which prevents dripping or spilling, and by the heavy plastic crew-cap which covers the entire lip and threads. Although introduced for prescription work we don't see why this wouldn't be a swell design for consumer packages.

Which is the better package?

MILES above the earth a stratosphere explorer ran into a strange packaging problem. He was making his first balloon flight, safely encased in a black gondola. Outside, in the cold silence, the temperature was 75 degrees below zero.

But inside it was hot—100 degrees above!

What caused the terrific heat? The scientist had an idea. He made his second flight in a *white* gondola. But this time he suffered in below-freezing temperature. Why did he perspire in one gondola and shiver in the other? A physics book will tell you that a black surface absorbs the most heat, a white surface the least.

Which was the better package? Neither Because neither was the *right* package.

Here's one case, it seems, where businessmen have the advantage over explorers. For when a manufacturer wants to find the right package, he has the help of modern packaging research.

Continental offers three packaging services—research, development, and design.

Our packaging experts have had many years of experience in producing and improving packages, creating convenient, colorful, eye-appealing containers. Moreover, they are experts in developing practical packages that are more economical, easier to fill, pack, ship, sell, and use.

What kind of packaging problems come up in *your* business? Do they call for trained research? Whatever they are, call for a Continental representative. He'll be glad to place our services at your disposal.

CONTINENTAL CAN COMPANY

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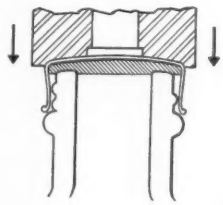
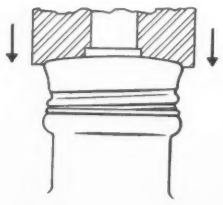
HOW THE ROLLED-ON METHOD WORKS



Plain-skirted Alseco Seal is uniformly seated. Under stationary top pressure, container lip is imbedded in liner evenly all around.



Then, to hold that seal securely, threads are Rolled-On, using the container's own threads as the pattern. Possibility of leakage or evaporation is reduced to minimum. Alseco Seal stays tight, but opens and recloses easily because it is tailor-made.

Trade Mark Reg. ALSECO SEALS U. S. Pat. Off.

DEFENSE COMES FIRST

The urgent and rapidly expanded requirements of National Defense have stopped the sale of Aluminum for seals. Temporarily, some types of Alseco Seals are being supplied in metals other than Aluminum.

However, Aluminum production capacity is being greatly increased. When the emergency is past, there will be more Aluminum available for seals than ever before. And you can be sure that the Aluminum Seal Company's research continuing now as always, will keep Alseco Seals and sealing machines "out in front."

"The day we took on 'Packaging Insurance,' we ditched our troubles with leakers, breathers, and jammed caps. And, Bill, that's worth plenty in this man's business!"

There just *can't be* any such thing as a misfit with the Alseco Rolled-On method of sealing. That's Packaging Insurance!

Each seal is individually tailored to fit its own particular container. Its threads are Rolled-On *after* the liner has been pressure-seated on the bottle lip. The glass threads act as the pattern. (See diagrams.)

TAILOR-MADE

ALSECO SEALS

ALUMINUM SEAL CO., 1323 THIRD AVE., NEW KENSINGTON, PA.

At your service: 27 years of experience building quality seals and sealing machines.

NOVELTIES: Among the interesting presentations on the novelty scene are Opera Night Perfume by Windsor House, Scent O Lite by the Theon Co., and "Tales of Love" by Parfums Romance.

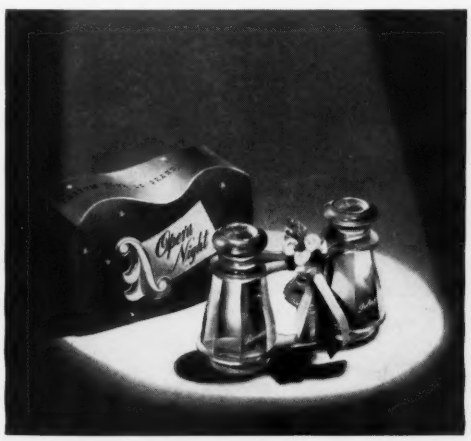
Two perfumes comprise the Opera Night package—Romeo and Juliet, or Overture and Finale,—presented in crystal glass and sparkling transparent plastics simulating real opera glasses. A miniature corsage completes the ensemble. This is packaged in a curved top gift container of royal blue, black and white, with an embossed gold baroque scroll.

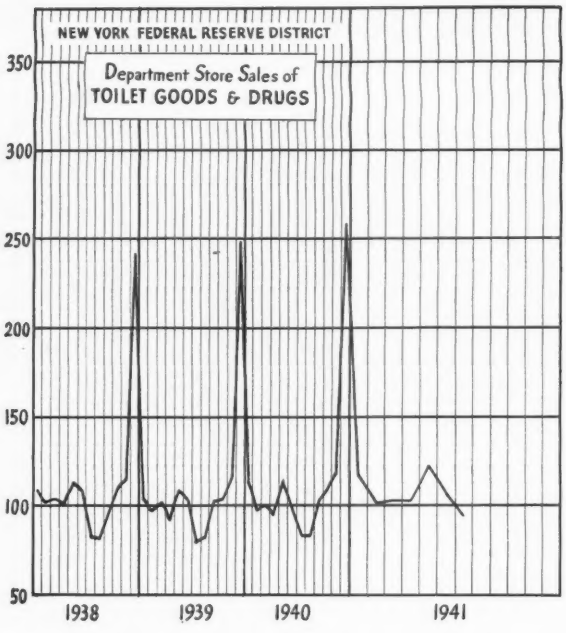
Scent O Lite is a grand idea in cologne packaging. An eau de cologne comes in a tall, crystal-stoppered, candle-like bottle which sets in the midst of a natural color, composition and lacquered flower—lovely accessory for boudoir or vanity. After the cologne is used, the beautiful floral base with a real candle set into it makes a handsome table or mantel decoration. It is washable and heat-resistant, and is really an unusually good looking presentation in the dollar novelty field because it is so carefully executed. The flower base which comes in several colors is 6½ inches in diameter and the bottle stands ten inches high, making an excellent and colorful counter display.

"Tales of Love" by Parfums Romance trades on the nostalgic appeal of the sweet old-fashioned love scene delicately depicted in the beautiful figurine which makes a lovely ornament for milady's dressing table or a charming decorative piece for a knickknack or whatnot shelf.

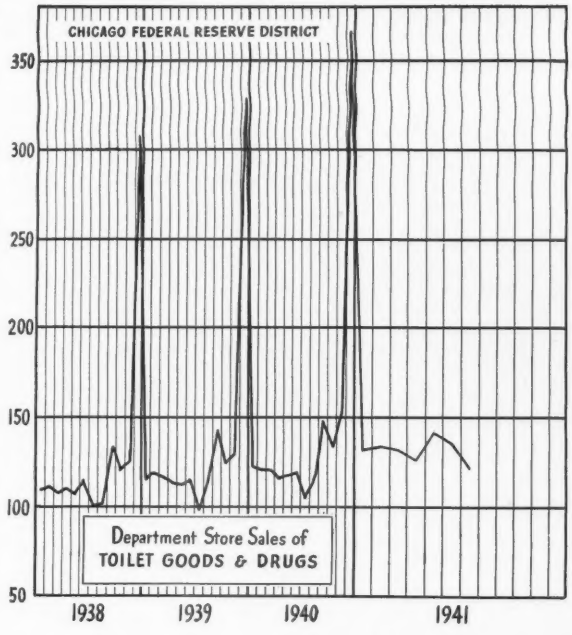
QUICK CHANGE: Lucien Lelong's newest gadget for face-fixing is called Quick Change. It was inspired by the conductor's change-maker, but in place of nickels, dimes and quarters, it holds three shades of lipstick. There's Nicole Pink, for formal flings; Robinhood Red, for campus capers, and the new Fall shade, Indiscret, a smooth rich shade for date duds. A neat trick which can be tucked in the pocket, pinned on the lapel, or hung on a belt. There are three styles—one silver finish at $1, another silver finish with pin clip attached at $1.25, and a gold finish with pink clip at $1.50. It's a grand gadget not only for the college girls but for their sisters and mothers.

FREE WHEELING: Tussy's new fall lipstick shade Kiltie Red comes in an attractively designed, sleek lipstick case which boasts what appears to be a new feature. When the top of the case is snapped down, you can turn the bottom as much as you like—it is really free-wheeling—because while the top is snapped down the lipstick will not swivel up. An interesting feature since lipsticks so often get messed in the handbag because of accidental turning of the base of the case.

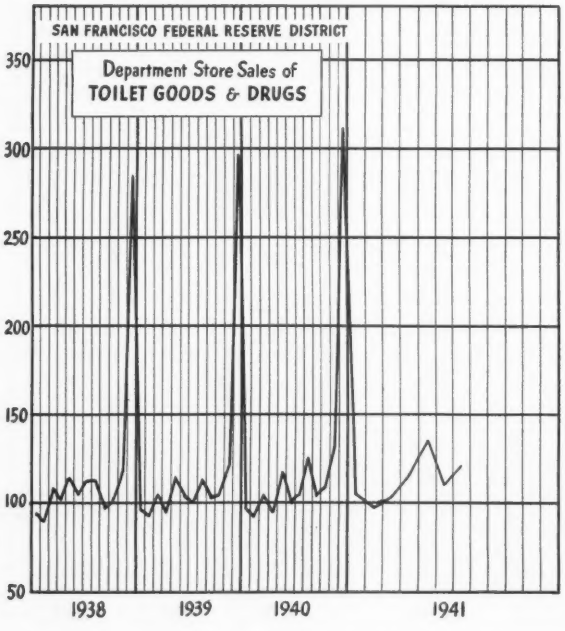




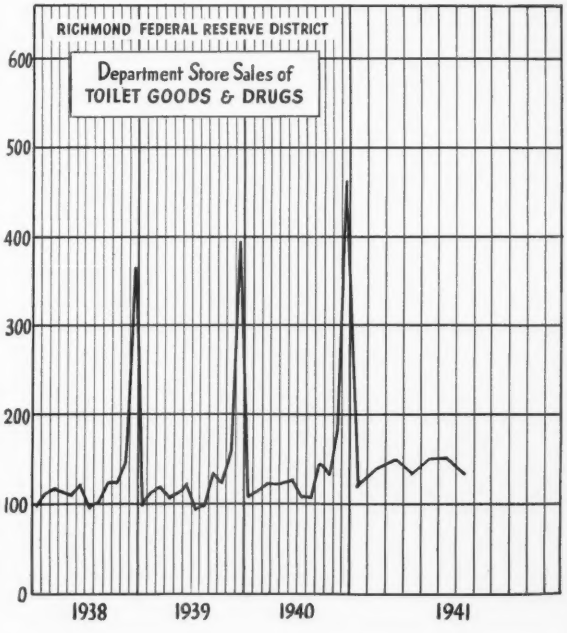
Sales of toilet articles and drug sundries by department stores in the New York Federal Reserve District were 13 per cent. greater in July 1941 than in July 1940. This corresponds to unadjusted index numbers of 94.8 for July 1941, 107.8 for June 1941, and 83.9 for July 1940.



Sales of toilet articles and drug sundries by department stores in the Chicago Federal Reserve District were 15 per cent. greater in July 1941 than in the same month of 1940. This corresponds to unadjusted index numbers of 121.0 for July 1941, 135.3 for June 1941, and 105.2 for July 1940.



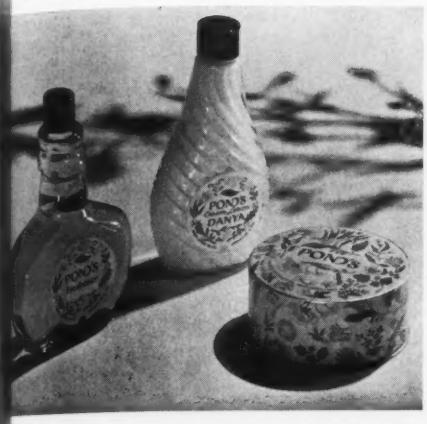
Sales of toilet articles and drug sundries by department stores in San Francisco were 9 per cent. greater, in Los Angeles were 15 per cent. greater, in stores of the Pacific Northwest were 26 per cent. greater, and averaged 15 per cent. greater for the whole San Francisco Federal Reserve District. This corresponds, for the whole district, to unadjusted index numbers of 121.2 for July 1941, 110.9 for June 1941 and 105.4 for July 1940.



Sales of toilet articles and preparations by department stores in Baltimore were 24 per cent. greater and by department stores in Washington were 23 per cent. greater in July 1941 than in the same month of 1940. The average increase was 23 per cent. and corresponds to unadjusted index numbers for the whole Richmond Federal Reserve District of 134.9 for July 1941, 151.3 for June 1941, and 109.7 for July 1940.

POND'S

The Dreamflower is the theme of Pond's new packages the pattern for which was adapted from a rare old brocade. They include Pond's Freshener, with new crystal-green tint and delicate scent; Danya hand lotion, and Pond's Dreamflower powder in new, rosier shades, smoother, clinging texture. The delicate colors in the new packaging are sure to have feminine appeal. Beauty boxes for holiday selling, containing generous sizes of Pond's creams, lipstick and tissues, also include the new Dreamflower preparations.



POND'S

COTY

Coty again offers a tremendous selection of Christmas gift sets. Among them is this L'Origan set which holds the newly designed L'Origan talc container, eau de toilette, perfume, face powder, rouge and lipstick. This is typical of the Coty holiday line.

COTY

MILKMAID

There is a new product in the Milkmaid series—Milkmaid night milk—a night cream made with fresh dairy milk. This sweetly scented cream was designed for the specific purpose of helping to keep the skin soft, more supple. The Milkmaid Night Milk is said to contain 42 per cent. fresh fluid pasteurized milk.

MILKMAID

TANGEE

Foremost member of the 1941 Tangee gift set line is the new Tangee "Smoothie" gift set, packaged in a timely plastic case in patriotic red, white and blue. The set contains lipstick, rouge and face powder. Because it contains all standard Tangee merchandise, the set offers "break-up" sales possibilities even after the gift season is closed.

TANGEE

DERMETICS

A most practical beauty accessory is Dermetics' new Automatic Powder Puff. This is a self-acting powder-filled puff—snugly safe in a corner of the make-up bag. Whip it out and it is ready for quick use.

DERMETICS

ALLEN B. WRISLEY

The South Seas inspired Pink Coral by Allen B. Wrisley. The attractive shell-design bottles with marine art trim, contain a spirited, exotic fragrance. Pink Coral sets are available in almost any combination of bath toiletries—dusting powder, cologne, bath crystals and soap.

ALLEN B. WRISLEY

Vanity in the East wears a mask of SCOVILL METAL

STUDENTS 56%	
OFFICE GIRLS 82%	
FACTORY WORKERS 94%	

Surveys conducted recently in New York and Pennsylvania . . . among 712 women . . . students in a leading women's college . . . office girls in a large insurance company . . . and workers in an important manufacturing plant . . . showed that over 85% use lipsticks and vanities made by manufacturers who have come to Scovill for one or more items in their lines.

WHY SUCCESSFUL COSMETIC FIRMS COME TO SCOVILL FOR DESIGNS IN METAL

Economical, high-quality production . . . the cooperation of Scovill stylists . . . the pioneering of new sales-building designs and finishes on metal and metal-plastic combinations—these are the reasons why the cosmetic firms who come to Scovill account for well over half of the nation's sales. Recently popular Scovill developments have been multi-color reproduction on metal . . . and beautiful, mar-resistant "Indurite" finish on aluminum.

Why not call us in, from the nearest office listed below, to discuss new developments in containers and closures in relation to your own problems. Scovill Manufacturing Company, Drug and Cosmetic Container Division, 69 Mill Street, Waterbury, Connecticut.

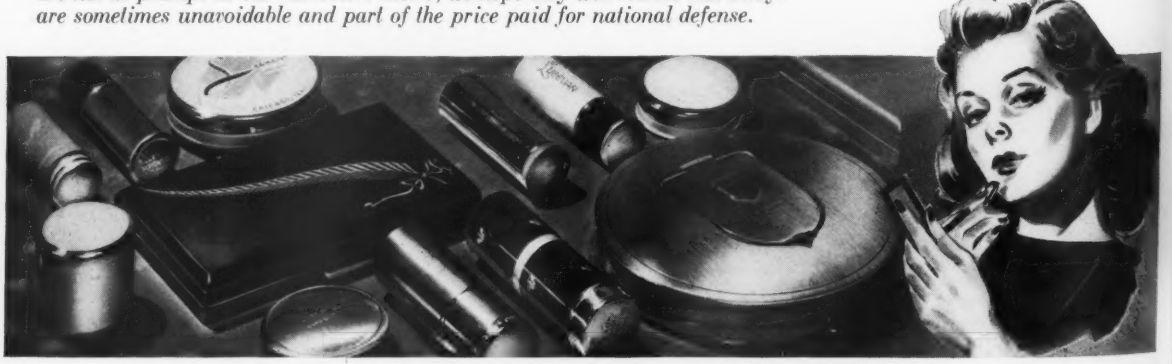
SCOVILL Masters of Metal

Scovill

MANUFACTURING COMPANY

WATERBURY, CONN.

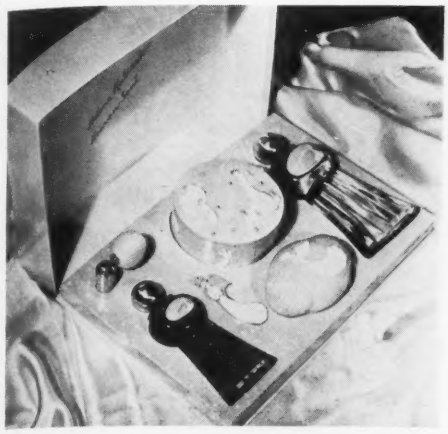
Scovill, for many years a regular source of supply for the United States Government, is cooperating in every way to forward defense plans. When deliveries are not as prompt as our customers desire, we hope they will realize that delays are sometimes unavoidable and part of the price paid for national defense.



Boston, Providence, New York, Philadelphia, Syracuse, Pittsburgh, Chicago, Cincinnati, San Francisco, Los Angeles
IN CANADA: 334 King Street, East, Toronto, Ontario

HELENA RUBINSTEIN

A heavenly gift for Christmas is this Helena Rubinstein gift box which contains Heaven-Sent eau de toilette and atomizer, Heaven-Sent bath oil and velvety body powder, an angel cake of soap and a Heaven-Sent angel pin.



HELENA RUBINSTEIN

HOUBIGANT

The Houbigant set illustrated is typical of the packaging for this year's Christmas line. This set contains a bottle of perfume, eau de toilette and a loose powder vanity.

HOUBIGANT

EISENBERG

Eisenberg & Sons is promoting its three salon perfumes, Excitement, Daring and Startling, in ensembles of three—perfume, cologne and perfume stick. The perfume stick, newest item in the ensemble, is encased in fluted plastic and bears the familiar "lady" seal at the top. Each of the three ensembles has an identifying color scheme: Excitement, bright red; Startling, brilliant electric green; Daring, light, clear blue.

EISENBERG

SCHIAPARELLI

Schiaparelli's Christmas line includes Sleeping de Schiaparelli in a new and smaller edition of the original Sleeping perfume in a seven dram candlestick bottle. Sleeping Sentinels, is a Schiaparelli Christmas specialty featuring Sleeping perfume in three one-dram bottles, shaped like the original candlestick flacon, under a transparent snuffer cover. Sunset and Sunrise are two new evening shades in lipstick, being introduced in Sleeping Blue case which takes the form of a small candle.

SCHIAPARELLI

PEGGY SAGE

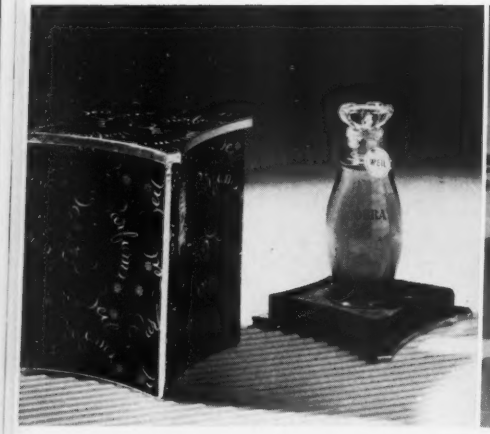
An interesting design in manicure sets is this handsome shoulder canteen case by Peggy Sage. When the fitted inner case is taken out, it leaves an extra compartment for valuables. Double-zippered, there is a purse, mirror and comb. The case is fitted with nine preparations, including several nail polish colors, and steel implements.

PEGGY SAGE

OLD SOUTH

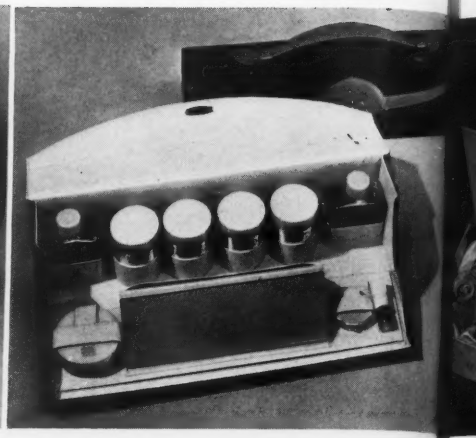
The Old South gift line includes a set containing three little decanter jugs of cologne, each in a different fragrance—Woodland Spice, Plantation Garden, and Cotton Blossom. These are packaged in a little "Virginia Reel" box showing quaint old fashioned dancing figures. Old South is also featuring a new bottle of cologne in a decanter jug, the outside carton of which has been redesigned.

OLD SOUTH

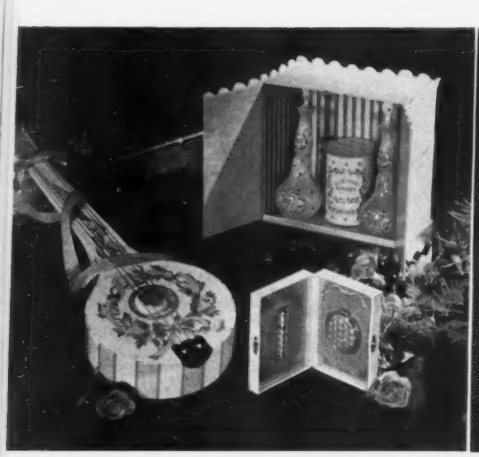


PARFUMS WEIL

LUXOR

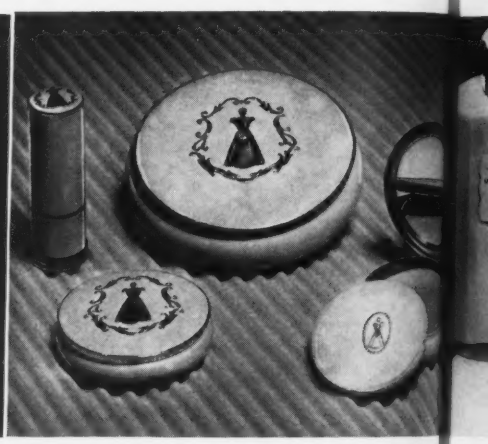


HARRIET HUBBARD AY



CHARLES OF THE RITZ

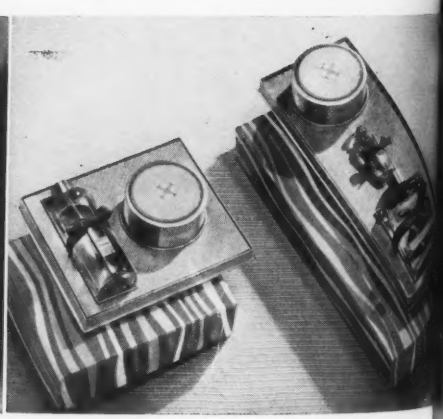
BOURJOIS



DAGGETT & RAMSDEL

DOROTHY GRAY

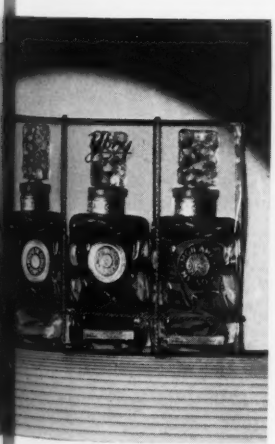
SEAFORTH



RICHARD HUDNUT

SOLON PALMER

LENTHERIC



YBRY

PARFUMS WEIL

Cobra, newest creation of Parfums Weil Paris, Inc., a perfume which was to have been introduced to the world trade in Paris during September, 1939, makes its appearance in New York. The formula of Cobra is unusual, according to its creators, in that the scent possesses overtones that give it "unusual contrasts in values and background."

LUXOR

Luxor's extensive holiday line includes the two sets illustrated: American Beauty gift set containing cologne, dusting powder and bath crystals—the thought behind this is that it will provide the recipient with matched dressing table receptacles; American Beauty gift set containing cologne, dusting powder, and Savon Sachet.

HARRIET HUBBARD AYER

"Travel the Ayer Way" is the name of this handsome Harriet Hubbard Ayer travel case. It comes in all black rayon grosgrain, all brown gabardine, blue gabardine with red trim.

SOLON PALMER

Solon Palmer offers a large number of interesting combinations in the American Memories gift series. Among them is this cologne, talcum, small soap and one ounce sachet ensemble, packaged in a handsome box.

d'ORSAY

"Perfume Chest" in d'Orsay's new black and white striped packaging with magenta trim, holds face powder companioned with LeDandy perfume on one side, Toujours Fidele perfume on the other, and a bottle of LeDandy Bouquet is hidden in a pull-out drawer.

CHARLES OF THE RITZ

The Charles of the Ritz Moss Rose Christmas presentations include the mandolin set containing face powder, rouge and lipstick; armoire, containing scented balm, cologne, and dusting powder, and daguerrotype album holding dry rouge and lipstick.

BOURJOIS

Bourjois is featuring a beautiful holiday line of Mais Oui gift sets, among them the one pictured which besides the array of scents and make-up, also holds a beautiful evening bag.

DAGGETT & RAMSDELL

A most attractive powder compact, rouge and lipstick set has been introduced by Daggett & Ramsdell. The cases are of pink enameled metal, decorated with an embossed gold crested design of the "little lady."

LENTHERIC

To contrast with the brilliant fashion colors for fall, Lentheric suggests a subdued, soft make-up, and for that appealing, soft effect, has designed "Soft Focus" make-up base, either cream or liquid, Soft Focus face powder, rouge, and lipstick.

MARY DUNHILL

A new idea has been introduced by Mary Dunhill. It consists of "personalized colognes"—that is, initials may be put on to a bottle of Mary Dunhill cologne. They are golden glittering metal ones that are inserted into cleverly designed alcoves moulded into the glass.

DOROTHY GRAY

Dorothy Gray is introducing a new series of bath items called "Daredevil," a "picture in motion" idea in design and packaging. Amusing and intriguing—pull off the cover and the trick is revealed.

SEAFORTH

Seaforth's clever Grandstander package holds three of the familiar Seaforth jugs containing shaving lotion, cologne and hairdressing.

RICHARD HUDNUT

Newly packaged and distinctively smart gift combinations in fragrance Gemey are offered by Richard Hudnut.

PARFUMS YBRY

"Les Petits Trois" (the little three) is a charming ensemble of three of the odors which Parfums Ybry will feature in its new package of Ybry Parfum de luxe. It is suggested as a means to familiarize women with the Ybry odors and to pave the way for selling the large size.

BABS CREATIONS

Babs "Blossomscent" cologne is presented in frosted bottles garlanded and gaily bedecked with flowers. The sprinkle top bottle holds 8 ounces.

d'ORSAY

MARY DUNHILL

BABS CREATIONS

A NEW STOCK BOTTLE

of wide-spread usefulness in the **PERFUME** *and* **COSMETIC** *field*

N-30 - - *take a bow!*

Here is a new Swindell stock bottle that sets a new high in smart, modern packaging without the expense of private moulds! It is particularly well suited for the perfume and cosmetic field—but many alert merchandisers in other fields will recognize it as the answer to their problem. In a broad sweep of sizes: ⅛ ounce, ¼ ounce, ½ ounce, 1, 2, 4, 6 and 8 ounces.

SWINDELL BROS., BALTIMORE, MD.

200 FIFTH AVENUE, NEW YORK • ROBERTO ORTIZ—HAVANA, CUBA

When you think of bottles think of

Swindell

ADMINISTRATIVE PROBLEMS

PROPONENTS OF PRICE MAINTENANCE ARE UPSET about the price control bill pending in Congress because they claim that the President will have the power to set aside Fair Trade minimum prices under the following provision in the bill:

"Whenever in the judgment of the President such action is necessary or proper in order to effectuate the purposes of this act, he may, by regulation or order, regulate or prohibit, with respect to any commodity, speculative or manipulative practices, selling, marketing or inventory practices (including practices relating to changes in form or quality), hoarding, or other practices, which in his judgment are equivalent to or likely to result in price increases inconsistent with the purposes of this act."

As might be expected, Washington officials deny that this provision is aimed at price maintenance, but many in the trade are worried because once the authority is given, it might be used under certain circumstances.

THE N. A. R. D. HAS COMPLAINED TO THE FOOD AND DRUG ADMINISTRATION that the manufacturers are passing to the retailers the responsibility that should be assumed by the manufacturers. This is due to the fact that the retailers claim they are receiving even the most common drugs and medicines labeled "To be used only by or on the prescription of a physician, dentist, or veterinarian." The retailers claim that this places upon them the responsibility of devising and applying his own label, or refusing to sell the products except upon a prescription. Since the FDA has indicated that it will hold anyone responsible who sells goods so labelled over the counter, this is the only road they can follow. Commissioner Walter G. Campbell is reported to have stated: "If I find evidence of widespread abuse of the 'prescription legend' exemption by manufacturers of drug products, the exemption will be withdrawn or amended."

THE LATEST SHORTAGE THAT MIGHT EFFECT THIS INDUSTRY is a shortage of paper. In fact the Paper and Pulp Division of the OPM has called in officials of trade associations in this industry and notified them that there might be a greater shortage next year and want them to take such steps as necessary to be ready to curtail their needs for packages, principally in the use of cartons and circulars. A committee of the Packaging Institute has been asked by the OPM to investigate the needs of this industry. This committee is composed of Roy Peet, Colgate-Palmolive-Peet Co., Chairman; J. Van Allen Clark, Allied Products, Inc.; W. J. Maget, Merck & Co.; William Bristol, Jr., Bristol-Myers Co. Manufacturers are apt to have inquiries from the members of this committee.

AT ITS FIRST OUT OF TOWN MEETING, with the exception of its renowned golf tournaments, the Salesmen's Association of the American Chemical Industry once again proved its worth. Celebrating its twentieth anniversary, the Association went for two days to Buckwood Inn and Shawnee Country Club, Shawnee-on-the-Delaware, Friday evening, Saturday and Sunday, September 5, 6, and 7. Naturally the entertainment features and the golf tournament were important drawing cards, but an important meeting of a serious nature proved the wisdom of the officials of the association.

Dr. D. P. Morgan, senior consultant of the chemicals and allied products branch of the OPM addressed the members, and this was followed by a symposium on "The Functions of a Chemical Salesman During The Present Emergency." In this emergency officials of various types of leading chemical manufacturing houses presented their views. A purchasing agent of a leading chemical manufacturing company also presented his views. Here was a program of the highest order that

For the extra "spark" that means sales success

Albert Verley, Inc.

recommends

Oak Moss Synthetic "X"

. . . a heavy, sweet woody note that gives your product real distinction. Embodies new aromatics developed in our laboratories and manufactured entirely in the United States . . . making it available at practical prices as a replacement for the now scarce natural products.

Vetyverol

The important active principle of Vetyver Oil, with its exceedingly fine note, forms the basis of a great number of really modern successes.

Vetyverol Acetate

A specialty of the House of Albert Verley, Inc. for many years . . . and a favorite with perfumers who must have the best. Made by the direct Acetylization of Vetyverol . . . a process more costly than Acetylization of the whole oil . . . but the results justify this extra effort.

★

Write for working samples and quotations.

★

These fine aromatics are available on a production basis at practical prices » » »

Albert Verley

AROMATICS

ALBERT VERLEY, INC., D. A. Bennett, *President*

1621 Carroll Avenue • Chicago, Illinois

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MEFFORD CHEMICAL CO., Los Angeles

made the meeting of real value to the members of the association because it gave them real information as to how they can make themselves of greater value to their firms in the present period.

ETHYL ALCOHOL AND RELATED COMPOUNDS have been placed under full priority by the OPM. This means that ethyl alcohol, butyl alcohol, isopropyl alcohol, ethyl acetate, butyl acetate, isopropyl acetate, ethyl ether, acetone, acetic anhydride, and acetic acid cannot be supplied by manufacturers to consumers unless the manufacturers are able to supply all the orders given them by buyers who are using the materials for the fulfillment of defense orders. Therefore, manufacturers in this industry might have difficulty in obtaining a steady flow of supplies. However, there is no restriction upon these manufacturers in shipping out to other than defense contract users those grades which are not used in the production of defense materials. Furthermore, drugs and cosmetics are in the nature of civilian essentials and are believed to be so considered in Washington. As to acetone for nail polish remover, this industry uses a comparatively very small part of the total production of acetone.

The field that should suffer mainly from the defense needs for alcohol should be the anti-freeze market, since, if the worst happens, can always use kerosene or honey, even though kerosene is not so good for the hose connections.

The priority order also covers methanol, or methyl alcohol, as well as potassium perchlorate, potassium permanganate, toluene and phosphorus oxychloride.

There has been under consideration an arrangement which would allow the whiskey distillers to distill alcohol from grain and thus give additional plant capacity for increased production of alcohol. Furthermore, the Department of Agriculture is understood to have released a large quantity of corn to be used in the production of alcohol. While it costs more to produce alcohol from corn than it does from molasses or by synthetic means, right now it is not a question of cost but of supply.

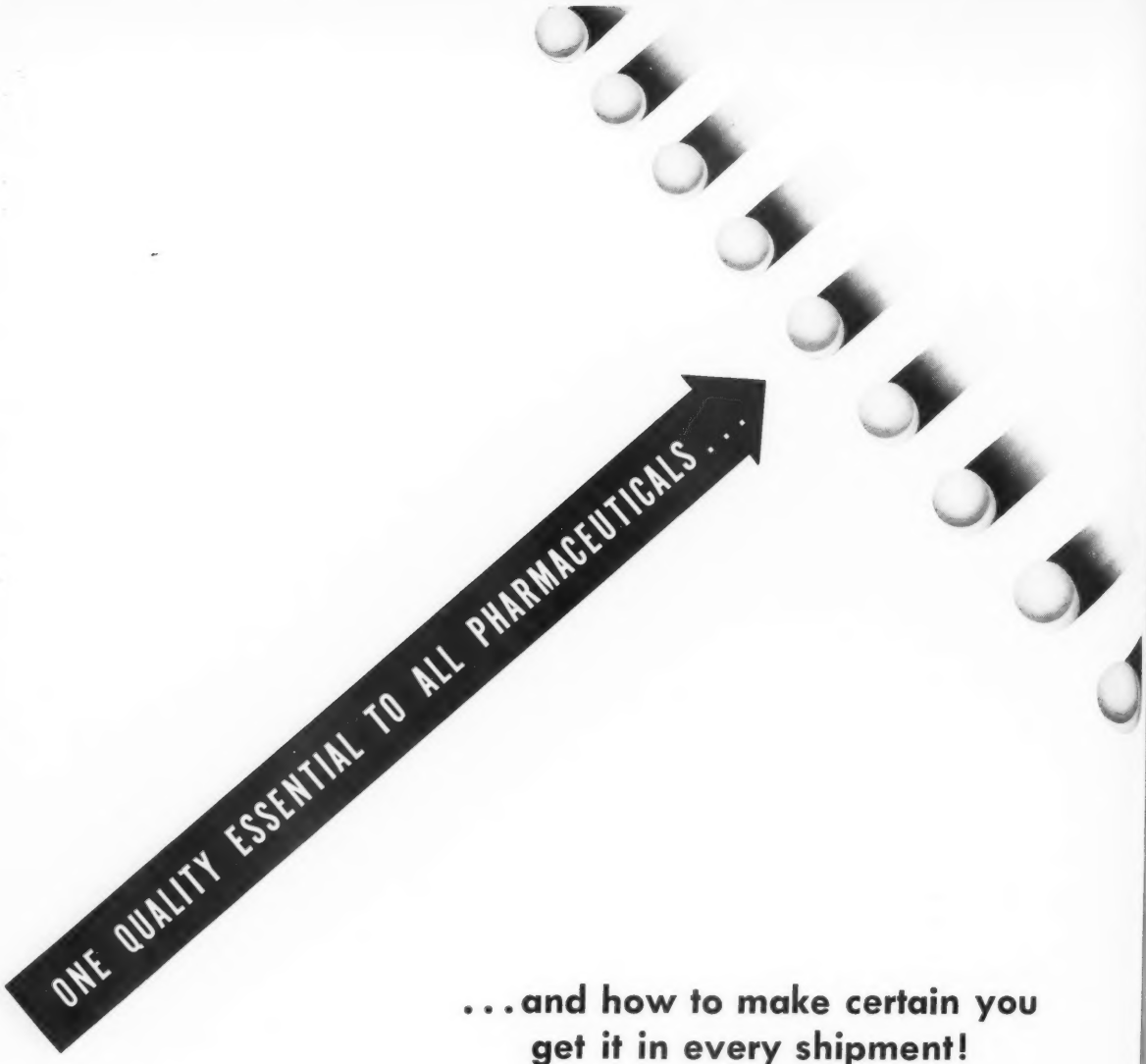
However, since alcohol is used in large quantities in the production of smokeless powder, a Washington recently stated that at this time it is more important to have gun powder than it is to have mouth washes, hair tonics, and certain medicines.

THE SITUATION IN WASHINGTON REGARDING ALL SORTS OF MATERIALS which are required in the defense effort is that the federal officials are studying the use of all these materials with a view to being in a position to lop off supplies of various items to certain industries when the defense effort starts to cut into civilian needs. Therefore no one can be certain about his supplies of anything. Manufacturers will do well to keep on hand as large stocks of everything that they can handle and that they can obtain at the present time.

ADVERTISING INTERESTS WON A VICTORY in having the taxes on billboard and radio advertising removed from the proposed Federal tax bill when it was reported to the Senate. In this way, advertising interests stopped one of the attacks upon advertising, the development of which attacks is causing advertising to envision a move against them by government officials that looks very much like encirclement. Advertising interests also look upon the price control bill as a move against advertising since it is said that under the broad powers given under this bill, the President could order manufacturers to stop advertising because it might cause an increase in prices.

MANUFACTURERS OF HOSPITAL SUPPLIES AND EQUIPMENT are entitled to the highest civilian priority rating, according to Washington. This means that the ethical drug business at least has some standing with the OPM. It is doubtful that there will be any shortage of essential materials for the manufacture of such drug products as are prescribed by physicians since the health of the nation is of prime importance during an emergency. Furthermore, eminent physicians have predicted that whether or not we enter the conflict in a shooting way, epidemics will break out in this country as a result of the conflict in Europe. The country must be ready to cope with such epidemics when they occur, and any curtailment of drug products would leave this nation open to very serious danger.

IT IS INTERESTING TO SEE THAT THE U. S. P. XII will contain a chapter on tablets, and monographs on all the various tablets made with officials drugs. In addition, the U. S. P. XII will contain a chapter on injection preparations and monographs on all injection preparations made with official drugs. This is an innovation and extends the scope of the Pharmacopoeia to the actual formulation of the finished preparations. We fail to see the wisdom of this, especially with regard to tablets. Manufacturers have varied the formulation of their tablets so that a user of tablets could select the one which he liked best. Also manufacturers have been wont to claim a competitive advantage for their particular tablet over others produced by other manufacturers. Now a manufacturer will be unable to vary his formula from the official monograph unless he labels his product as "not U.S.P." There are too many instances in which this statement on the label has hindered improvement of official products by manufacturers. We see no reason why the Pharmacopoeia has to enter this field since tablets and injection preparations have been very well handled by the Combined Contact Committee for many years. There is no need to bring all products down to a common level unless the manufacturer wants to label his product as "not U.S.P." The FDA would not hesitate to act against manufacturers of tablets that fell below their labeled strength, but perhaps the FDA is the one who forced these monographs to be created.



. . . and how to make certain you get it in every shipment!

One quality essential to all pharmaceuticals—*uniformity.*

The best way to make certain you get that quality in every shipment—*specify Monsanto.*

Every batch of *every* Monsanto pharmaceutical is carefully checked against Monsanto's high standards at *every* important step in its manufacture.

For a complete list of Monsanto pharmaceuticals, their properties and uses and for experienced technical advice, inquire: MONSANTO CHEMICAL COMPANY, St. Louis, U. S. A. District Offices: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Montreal.

STANDARD FORMS OF MONSANTO ASPIRIN

Acetyl Salicylic Acid U. S. P., crystals 20 mesh

Acetyl Salicylic Acid U. S. P., crystals 40 mesh

Acetyl Salicylic Acid U. S. P., powder 80 mesh

Acetyl Salicylic Acid U. S. P., 10% starch granulation, white 12-50 mesh

Acetyl Salicylic Acid U. S. P., 16% starch granulation, white 12-50 mesh

Acetyl Salicylic Acid U. S. P., 20% starch granulation, white 12-50 mesh

MONSANTO CHEMICALS
SERVING INDUSTRY . . . WHICH SERVES MANKIND

LET'S GO! U.S.A. · KEEP 'EM FLYING!

F.T.C. ACTIVITIES

Complaints

Fat-O-No Unsafe

Melvin V. Eisenberg, Irwin Goldberg, Harry Krohner and Seymour Eisenberg, individuals trading as Bentley Company, Mail Order Division, Chicago, are charged with false advertising of "Fat-O-No."

The respondents represented that the preparation is a safe, simple, easy and effective treatment for obesity and for the reduction of excess fat; that its "purity and safety is guaranteed under a $10,000 bond posted with a leading insurance company" and that it is "recommended by many doctors."

The complaint declares that these representations are false and misleading. The complaint alleges that the preparation contains certain drugs in quantities sufficient to be harmful to the user; that use of the preparation by persons suffering from certain appendicitis symptoms is dangerous, and that its use may result in edema of the lungs, accelerate the metabolism processes of the body, and increase the body temperature and heart action to an extent that is dangerous to health.

Aspironal Claims Cited

J. D. Jacobs and P. W. Smith, trading as Aspironal Company, Atlanta, Ga., are charged misrepresentation of "Aspironal."

The respondents have represented that "Aspironal is quick relief for a cold" and "Aspironal robs a cold of its misery quick." In truth, the complaint alleges, the preparation does not contain aspirin and it has no therapeutic value in the treatment of the common cold in excess of giving temporary relief from the pains and discomforts arising therefrom.

The complaint also alleges that respondents' advertisements are false because they fail to reveal that the preparation is a cathartic and its use by one suffering from nausea, vomiting, abdominal pains or other symptoms of appendicitis is dangerous.

Todd's Capsules

J. E. Todd, Inc., Kenmore, N. Y., distributing "Todd's Capsules," is charged with misrepresentation.

The complaint alleges that the respondent has represented that its preparation is an effective treatment for rheumatism, arthritis, neuritis, and kindred diseases or maladies, including the symptoms thereof, and that it possesses curative properties in their treatment. The complaint alleges that these representations are false and misleading and that the preparation is not an effective treatment for the ailments and does not possess curative properties in their treatment.

Not Tear or Smudge Proof

Parfums Ronni, Inc., New York, selling a cosmetic variously designated as "Ronni Mascara," "Ronni Cream Mascara," "Mascara by Ronni" and "Mascara," is charged with advertising: "Ronni Mascara—Smudge proof, Tearproof, Waterproof, Runproof." The complaint alleges that the preparation is not smudge proof, runproof, waterproof or tearproof.

Not Mineral Water

W. A. Houston, trading as Houston's Mineral Well, New Market, Tenn., selling a so-called mineral water for treatment of certain ailments, is charged with misrepresentation.

The respondent represented: "Attention Diabetics! Learn how to control diabetes in your own home. No need to use a needle." * * * "I have a Mineral Water that will stop Diabetes," and made other representations that his mineral water constitutes an effective treatment for and control of diabetes and for kidney stones, ailments of the prostate gland, high blood pressure and general run-down condition of the body, and that it aids in building up the blood and will rebuild health.

The complaint alleges that all these representations are false and misleading; that the mineral water is not an effective treatment for any of the ailments named and that the water contains minerals in such insignificant amounts that it may not properly be termed a mineral water. The complaint alleges that the water is of no therapeutic value in excess of ordinary potable water.

The complaint further charges that the respondent's advertisements are false and misleading for the reason that they fail to reveal facts with respect to consequences which may result from use of the preparation under usual conditions or conditions prescribed in the advertisements. The advertisements fail to reveal, the complaint continues, that the only treatment for diabetes which has been accepted by the medical profession consists in the use of insulin and the regulation of the diet. If, according to the complaint, the accepted treatment for insulin is carefully followed, a diabetic person may live out his normal life expectancy. On the other hand, if a diabetic person is induced by false and misleading advertisements, or otherwise, to abandon the accepted treatment, or fail to take advantage thereof, and to take in place of the accepted treatment the respondent's so-called mineral water, he may expect to meet an untimely death.

Queen Brand Capsules

Charles Shrader, trading as Queen Chemical Co., Pittsburgh, is charged with misrepresentation of "Shrader's Queen Brand Capsules" or "Queen Brand Capsules."

The respondent represented that his preparation is a safe, harmless and effective treatment for menstrual disorders, when such is not a fact. The complaint further charges that advertisements constitute false advertisements through failure to reveal that the preparation is not safe when used under conditions prescribed in the advertisements or under customary conditions because it contains the drugs apiol, ergot, oil of savin, aloin and oil of pennyroyal in quantities sufficient to cause serious and irreparable injury to health when taken under these conditions.

The respondent was recently restrained by the District Court for the Western District of Pennsylvania from dissemination of certain advertisements concerning his preparation, pending final action in a Commission proceeding.

We use the force of a **TORNADO** to process KOLMAR Soft-as-Silk POWDER and ROUGE

OUR EXTREMELY HIGH AIR PRESSURE process, developed in 1929, achieves that uniform particle size, fine satiny texture and perfect color distribution, for which Soft-As-Silk Powder has been universally recognized.

BY MEANS OF OUR COLOR PHOTOMETER we maintain perfectly uniform colors at all times and under every condition.

SOFT-AS-SILK POWDER CONTAINS ONLY the very finest materials which give it imperviousness to water and perspiration, superior appearance, adherence, and purity.

Manufacturers of cosmetics for private label brand only. We never compete with our clients. We also protect the interests of our trade with Products Liability Insurance.

Representatives

Mr. M. C. Boyd, Quinby Building, Newark, N. J.
Mr. Douglas Haggerty.....122 E 42nd St., New York City
Mr. Warren Curry, 3950 Club Drive, Atlanta, Ga.
Mr. Norman Kole.....980 Merchandise Mart, Chicago, Ill.
Mr. R. F. G. Byington....1260 N. Western Ave., Los Angeles, Cal

WRITE FOR SAMPLES OF KOLMAR SOFT - AS - SILK POWDER TODAY

KOLMAR LABORATORIES
MILWAUKEE • NEWARK

Stipulations

Lacto-Cal Claims

Olive M. Goulet, trading as The Lacto-Cal Laboratories, Los Angeles, Calif., agrees that she will cease representing that "Lacto-Cal" will exert or have a beneficial influence on the nerves, speed up or aid digestion or increase the flow of the gastric juices; that it possesses tonic or stimulant effects or powers or that it is a general gland builder; that it will feed the brain, nerves, tissues, testicles, or ovaries; that the preparation is a scientific compound of lactic acid and calcium or contains calcium in sufficient quantities to be of therapeutic value, or that its use will reduce acidity or be of value in the relief or treatment of hyperacidity; that the preparation has any beneficial effect on the circulatory system or on metabolism, will prolong life or enable one to live to be 100 years old, or any other definitely stated number of years; that it contains Vitamin B, Vitamin D, or phosphorus or contains elements essential to the building of hemoglobin, or that the general dietary condition of the American people is such as to make the purchase and consumption of the product necessary or advisable.

Elmo Cream Claims

Elmo Sales Corporation, Philadelphia, in connection with "Elmo Special Formula Cream," stipulated to cease representing that use of the product will retard or otherwise influence or prevent changes giving rise to wrinkles, crows-feet or lines characteristic of advancing age, or that it would do more than temporarily soften or mask and thereby lessen the prominence of such lines or age signals or temporarily correct dryness and redness of the skin.

Mineral Water Claims

Michigan Magnetic Mineral Water Co. and Natural Ray Mineral Water Co., the latter trading as such and as Michigan Mineral Water Co., St. Louis, Mich., engaged in bottling and selling mineral water under the brand name "Natural Ray Mineral Water," have stipulated to discontinue representing that the product is a remedy or cure for stomach, bladder or kidney troubles, chronic constipation, paralysis, high blood pressure, anemia, glandular difficulties, arthritis, rheumatism, or the aches or ailments arising from any of the diseases or conditions mentioned; is a safeguard, a body builder, a way to gain, retain or maintain health, a preventive of infantile paralysis or other illness, or an aid to muscle or bone development, or that it affects the appetite, the weight, or the ability to sleep, builds up resistance to colds or headaches, or wards off colds.

Snare's Re-Lef to Stop

Henry I. Snare, trading as Snare Brothers Ointment Company, and George J. Mergenthal and George O. Dennis, trading as Snare's Re-Lef Sales Company, all of Chillicothe, Mo., agree to cease representing that "Snare's Re-Lef" will prevent or cure pneumonia, asthma or hay fever, influenza, pleurisy or gout, or goiter; afford any appreciable relief from sinus disorders or various forms of rheumatism; be beneficial in appendicitis or severe chest colds; end inflammation of all kinds or kill infection and germs by vapor action; or that the preparation is a modern or new type of treatment or is superior to other similar preparations.

The respondents further stipulate to cease representing that the preparation has any therapeutic value or properties other than those of a counter-irritant, or that it will afford other than temporary local relief to persons suffering from minor bruises or aches.

Nutrase and Kleen

Edward Howell, trading as Medford Laboratory, Chicago, selling "Nutrase" and "Kleen," agrees to discontinue representing that either of the products is a cure or remedy for or that either of them will overcome food discomfort, indigestion, gas, heartburn, gastro-intestinal symptoms, cancer, diabetes, liver trouble, or other ailments; that Nutrase is free from drugs or will impart new life or energy, or that Kleen affords perfect intestinal elimination.

Tuch-Up Hair Dye

Nu-Tone Products Corp., New York, selling "Tuch-Up," agrees to discontinue representations that the hair dye products which it sells are manufactured by it or by any other organization affiliated with or owned or controlled by Nu-Tone Products Corp. unless and until the hair dye products which it sells are manufactured by it or by some organization owned, operated or controlled by Nu-Tone Products Corp.; that the use of its hair dye products will cause hair to look natural or cause hair to have a soft texture or have any beneficial effect on hair texture; that their use will banish, eliminate, end, or rid one of gray hair or cause one to remain young; that its hair dye products are vegetable compounds; that their use will cover hair roots or have any effect upon the color of hair roots; that hundreds of thousands or any other number of women have specified their requirements for a hair dye, or that the respondent's hair dye products are new or made of ingredients of recent origin or development.

Hair Dye Warning

Spiegel, Inc., Chicago, selling coal tar hair dyes, "Lakro" and "Instant Clairol," has stipulated that it will discontinue advertisements which fail conspicuously to reveal therein the following:

"Caution: This product contains ingredients which may cause skin irritation on certain individuals and a preliminary test according to accompanying directions should first be made. This product must not be used for dyeing the eyelashes or eyebrows; to do so may cause blindness."

PROVIDED, however, that such advertisement need contain only the statement:

"Caution: Use only as directed on label," if and when such label bears the first described caution conspicuously displayed thereon, and the accompanying labeling bears adequate directions for such preliminary testing before each application.

Fruit Juice Claims

Food Balance Corporation, Chicago, will cease representing that "Hercules Wild Blackberry Juice" will prevent or be of substantial benefit in the treatment of anemia; have any beneficial effect upon conditions evidenced by symptoms, such as fatigue, listlessness, lack of energy, palpitation of the heart, pains in the head or in the back, or lack of sex vigor; or be of any material benefit during menstrual periods.

The respondent will also desist from representing that "Hercules Wild Cherry Juice" will serve as a general tonic; will invigorate the system, or beneficially affect the heart muscles, muscular tissues, stomach walls, bowel muscles, liver, uterus, or other parts of the body; assist the process of "oxydation heat production"; increase the alkalinity of the tissues, or prevent easy bleeding; that "Hercules Wild Blueberry Juice"

will tone or have any other beneficial effect upon the system or that it is an effective antacid or stomach remedy; that "Hercules Wild Elderberry Juice" will exert an invigorative or curative effect upon the female generative system; that any of these juices will purify or have any other substantial effect upon the blood, or cure or overcome disorders of the body; that they are of any significant nutritional or medicinal value; and that any of them supply minerals or other elements in significant amounts.

Stop-Lite Products

Stop-Lite Products, Incorporated, Salt Lake City, selling "Stop-Lites," "Haps," and "Anti-Acid Tablets," agrees to discontinue representing that Stop-Lites relieve a cold or are a remedy or cure for a cold, or are of any benefit in treatment of a cold or rheumatism beyond inducing laxation and affording temporary relief from the physical discomfort symptoms incident to or associated therewith; or that Stop-Lites are different from any other product intended for the same purpose and use; or that they constitute an effective internal antiseptic; or that Anti-Acid Tablets aid digestion.

Stop-Lite Products, Incorporated, further agrees, to cease representing that Stop-Lites are safe, or from disseminating any advertisement for Stop-Lites or for Haps which fails to reveal that frequent or continued use may be dangerous, causing serious blood disturbances, and that the products should not be administered in excess of the dosage recommended; provided, however, that such advertisement need contain only a statement that the preparation should be used only as directed on the label thereof, if and when such label either contains a caution or a warning to the same effect or specifically directs attention to a similar caution or warning statement in the accompanying labeling.

Cosmetic Claims Stopped

A. M. Zendel, trading as Zendel Laboratories, Bronx, New York, agrees to cease representing, by use of the word "laboratory" that he maintains a laboratory; by use of "Vegetable Wrinkle Cream" that any of his preparations prevent or remove wrinkles or lines; by use of "Skin Food & Tissue Cream" that any of his preparations are skin or tissue foods; and by use of "Acne Lotion" that any of his preparations are of therapeutic value in treating acne.

Among other representations to be discontinued are assertions that the external application of "Natural Cosmetics" will correct blemishes, or modify, correct or normalize dry or oily skin, or produce a healthy complexion; that "Sun Tan Preparations" divert the ultra-violet rays, absorb waves, or contain a filter screen; that the application of "Sun Liquid Cream" will protect the body from overheating or will shape or mold the body contour, and that "Lemon Cream" bleaches.

Elene of Vienna Stops Claims

Elene of Vienna, Inc., and Ella M. Schnuck, New York, selling a cosmetic, "Dervita," agrees to discontinue representing that Dervita corrects sagging facial contours or removes other evidence of age, clears away lines of fatigue, restores youthful color or facial contours, keeps the skin youthful looking or free from blemishes, drives out all dirt in the pores, or contains healing herbs.

They agree also to discontinue representing that the formula of Dervita has been used by great physicians for rejuvenation or for freeing the body of destructive poisons, and that Dervita penetrates beneath the skin, operates under the skin with a vacuum action, or attacks impurities under the skin.

Olbas Herb Oil Claims

R. Keller, trading as Olbas Co., New York, agrees to cease representing that "Olbas Herb Oil" will ease spasms of coughing, asthma, or irritation of the respiratory channels, and will relieve flatulence or digestive disturbances; that the essential oil from which Olbas is distilled is scarcely known in the Western world; and that every detail of Olbas's varied application is supported by clinical evidence from European physicians.

Hair Grower Stops

Louise G. Ramsey, trading as Certain-Gro Hair Preparations, Gary, Ind., agrees to cease representing that "Certain-Gro Hair Preparation" is a remedy or cure for baldness, falling hair, dandruff and itching scalp, or that it will thicken or improve the health or color of hair, prevent early baldness or revitalize lifeless hair; that "Certain-Gro 'Liquid' Hot Oil Treatment" will recondition, stimulate and promote the growth of hair, and further agrees to cease representing, through use of the term "Certain-Gro" or similar terms, that such preparations will grow hair.

Home Treatment Service

James M. O'dell, trading as The Home Treatment Service, Chicago, agrees to cease certain representations of "Pur-Erb Compound No. 1," "Laxative Tea Compound," "Bathing Tea No. 22," "Fu-Tina," "Nerve Sedative Compound," and "Home Ointment."

The respondent agrees to cease representing that use of one or more of the preparations constitutes a cure or remedy for ailments, pains, aches or sickness, or that through their use health may be regained, the body, nerves or blood strengthened or systems of the human body cleansed or healed or operations eliminated; that the use of the preparations constitutes a cure or an effective treatment for stomach disorders; that through their use one may regain vitality, health, or strength or that they constitute a remedy or effective treatment for eye strain, rheumatism, arthritis, skin eruption, sinus trouble, tonsilitis, intestinal or kidney disorders; and that any of the preparations will have a healing effect upon the wall of the stomach.

The respondent further agrees to cease representing that Pur-Erb Compound No. 1 is a remedy or effective treatment for stomach disorders; that use of Nerve Sedative Compound will result in a healthy nervous system; or that Home Ointment is a remedy or effective treatment for rheumatism, neuralgia or similar ailments.

James M. O'dell further agrees to cease and desist from use in the brand name of Pur-Erb Compound No. 1, or any other product of similar composition, of the word "Pur-Erb" or any other terminology representing, importing or implying that the product is composed entirely of herbs, when such is not a fact, and from use in the brand name of Nerve Sedative Compound, or any other product of the same composition, of the words "Nerve Sedative" or any other terminology representing, implying or importing that the product possesses sedative properties.

Not "Swiss" Pine Oil

Cassell Products, Inc., also trading as Jaland Parfums, New York, agrees to cease use of "Swiss" on tags, labels, invoices or other advertising matter as descriptive of bath oil not produced in Switzerland. The stipulation recites that the respondent designated as "Cassell Swiss Pine Needle Bath Oil Concentrated" a product which neither

U.S.I. ALCOHOL NEWS

September ★ A Monthly Review of Technical Developments for Chemists and Executives ★ 1941

HAND LOTION SALES ON UP TREND

As more women enter new fields of employment, feminine hands need more care to keep them attractive, and signs point to an increasing demand for hand lotions containing alcohol.

Growing Number of Women Workers Expected to Boost Market Demand

A new spur to sales of hand lotions, protective creams, and similar products is seen in the increasing employment of women, particularly in mechanical tasks that make greater care of the hands imperative. Hand lotion makers using alcohol in their formulations have an excellent opportunity to secure a good share of this new potential market, because of the many desirable features that alcohol contributes to lotions.

Advantages of Alcohol

Comparatively high evaporation rate of alcohol results in a cooling, soothing effect when lotions containing it are applied to the skin. Because of its high solvent powers, it aids in the cleansing action of the lotion. Its antiseptic powers are an added advantage in formulating products that win popular approval. (U.S.I. produces Specially Denatured Alcohol in sixteen formulas authorized for use in face and hand lotions.)

PURIFIES VITAMIN A ESTERS WITH AID OF ETHYL ALCOHOL

A novel technique for purifying Vitamin A esters, described in a recent patent, utilizes ethyl alcohol as the solvent in an extraction process. The alcohol dissolves most of the impurities present, leaving a product of high purity.

The method is applicable both to Vitamin A esters obtained from fish oils by molecular distillation, and to those prepared by synthetic means. When Vitamin A esters are prepared by esterification of Vitamin A alcohol, the ethyl alcohol extraction process offers an effective way of separating the unreacted Vitamin A alcohol from the esters. No method was previously known for bringing about this separation, but an alcohol-water solution containing about 83-85% alcohol has been found to be a good solvent for the Vitamin A alcohol, while it does not dissolve the esters.

In purifying esters derived by molecular distillation of fish oils, the percentage of alcohol is not critical, and higher concentrations can be used, such as 95 or 96%. When the concentrate contains a considerable amount of impurities, repeated extraction with fresh alcohol is suggested.

TECHNICAL DEVELOPMENTS

For further information write U.S.I.

A new aromatic chemical is described as being of lactone structure with a caramel odor and a strong suggestion of strawberry. Maker recommends it for producing artificial flavors or for reinforcing natural flavors, as well as for imparting a new note in perfumes. (No. 490a)

Synthetic oil of coriander V can be used to replace the natural product in all toilet preparations without discoloration, according to the manufacturer. Product is not intended for use in pharmaceutical preparations. (No. 491a)

An ampoule washing machine is reported to handle ampoules ranging in size from 1 to 10 cc. at the rate of 60 ampoules a minute. Machine provides total washing time of 44 seconds for each ampoule. (No. 492a)

Surface-active agents for the soap and cosmetic industries are described in a new bulletin giving suggested formulations in shaving creams, shampoos, liquid soap, medicated and toilet soaps, bubble baths, and dentifrices. (No. 493a)

A low-cost homogenizer with a capacity of 15 gallons per hour is said to be suitable for use by flavoring, drug, and cosmetic manufacturers. Unit provides working pressures from 800 to 2,500 pounds. (No. 494a)

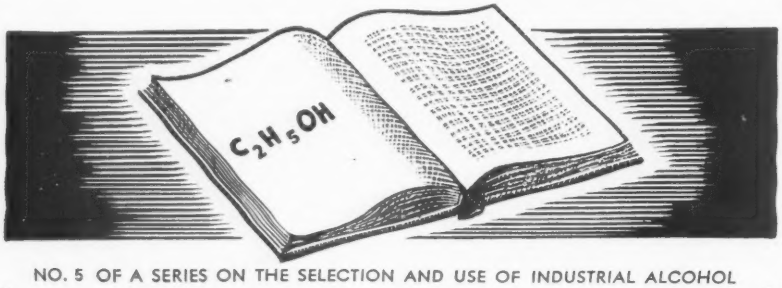
BUBBLE BATH PREPARATIONS CAPTURE CUSTOMERS' FANCY

Still a relative newcomer among cosmetic products, the bubble bath preparations are continuing to forge ahead in their strong bid for popular approval. Consisting chiefly of a foaming agent and a water softener, these preparations offer interesting possibilities to cosmetic manufacturers who want to build sales by diversifying their line.

In formulating colored bubble bath preparations (which should help to give sales a lift when packaged in transparent containers), alcohol can be used to advantage in dispersing the color, resulting in greater color uniformity in the finished product. In addition, alcohol is often used to give better dispersion of the essential oils employed for perfuming, and thus to decrease the tackiness of the finished preparation.

U.S.I. INDUSTRIAL CHEMICALS, INC.
60 EAST 42ND ST., NEW YORK (USI) BRANCHES IN ALL PRINCIPAL CITIES
INDUSTRIAL ALCOHOL IN ALL GRADES AND ALL FORMULAS

THE ALCOHOL PRIMER



NO. 5 OF A SERIES ON THE SELECTION AND USE OF INDUSTRIAL ALCOHOL

S.D. ALCOHOL 23A

S.D. Alcohol 23A is an exceptionally versatile formula, authorized for use in a wide variety of applications in the food, drug, cosmetic, and similar industries.

The authorized composition calls for the addition of 10 gallons of acetone, U.S.P., to 100 gallons of ethyl alcohol. Since acetone itself has good solvent powers, the formula is adaptable to a broad range of solvent applications, not only in food, drug, and cosmetic manufacture, but in many other industries as well. This article discusses only those uses which are of interest to readers of U.S.I. ALCOHOL NEWS, and does not contain the complete list of authorized uses.

In Toilet Preparations

S.D. Alcohol 23A may be used in the manufacture of the following toilet preparations:

Hair and scalp preparations
Bay rum
Face and hand lotions
Body deodorants and deodorant creams
Shampoos
Toilet soaps and bath salts

It is also authorized for use in manufacturing external pharmaceuticals not U.S.P. or N.F.

A second group of authorized uses for S.D. 23A centers around extraction, purification, and crystallization processes. These applications differ from those already mentioned by the fact that the alcohol, while employed in manufacturing processes, does not remain in the finished product. A typical instance is in the extraction of pectin, in which alcohol is used to precipitate the pectin from water solutions. Among the other authorized uses in this group are the extraction, precipitation, or crystallization of:

Food products
Crude drugs
Glandular products and digestive ferments
Vitamins and related products
Medicinal chemicals, including alkaloids
Miscellaneous drugs, tablet manufacture
Perfume materials and fixatives

Miscellaneous Applications

Another use of S.D. 23A in the drug industry is as a vehicle for chemical reactions in the manufacture of drug products.

Authorized solvent applications in the manufacture of miscellaneous products also include:

Disinfectants, insecticides, etc.
Embalming products
Sterilizing and preserving solutions
Industrial soaps
Cleaning preparations and purposes
Theater sprays and incense

Properties of S.D. 23A

The resultant volume obtained by adding 10 gallons of acetone to 100 gallons of ethyl alcohol is 109.9 gallons, and the alcohol content of the finished formula (190-proof basis) is 91.02% by volume. The weight per gallon is 6.788 pounds.

S.D. Alcohol 23A is shipped in these containers:

Tank cars: 8,000 gallons, 6,000 gallons, and compartment tanks (3 x 2,000 gallons)
Drums: 55-gallon and 5-gallon steel drums
Barrels: 50-gallon wood barrels
Cans: 1-gallon boxed trade cans

Further information on S.D. 23A or other S.D. formulas may be obtained from U.S.I.

HERE AND THERE

With the raw material situation becoming more uncertain every day, the steps being taken by the TGA to establish an exchange bureau for the perfume and cosmetic industry represent a constructive development of considerable importance. Questionnaires have been distributed, asking for a list of raw materials needed by the individual company, and a list of raw materials which the company is willing to exchange for others needed. When the information received in reply to the questionnaires has been collated, the bureau will be able to act as a central clearing for exchange of materials, and thus contribute to relieving the raw materials situation.

Collaboration on Colors

Cooperation among cosmetic manufacturers is proving helpful as a sales aid also. Color harmony charts for selecting shades of lipstick and nail polish, already utilized in department stores, are now being put to work in the variety field, where they should be especially helpful in boosting sales for the makers of both the lipsticks and the nail enamels.

Shampoos in Favor

Liquid hair shampoos appear to be much in favor with the consumer these days, and the market is probably open for increased sales, since shampoos offer a simple and easy means of cleansing. Shampoos formulated with alcohol offer a number of advantages, since the fat-solvent properties of the alcohol contribute to thorough cleansing of the hair. Alcohol's antiseptic powers are another advantage, not only in shampoos, but in wave set lotions and other hair preparations.

The Stocking Situation

The "liquid stocking" idea received some extra attention during the last few weeks, when women were storming the hosiery counters in search of dwindling stocks. Offhand, it would sound as if the liquid make-ups as substitutes for stockings would probably be limited to the warm-weather season. Of course, it's rather early to predict just how the situation will develop so far as either hosiery or substitutes are concerned, but cosmetic manufacturers may want to keep an eye on the matter. It's within the bounds of possibility that there may be a whole new market here—and one that's not already saturated.

U.S.I. INDUSTRIAL CHEMICALS, INC.
60 EAST 42ND ST., N.Y. USI SERVICE TO INDUSTRY BRANCHES IN ALL PRINCIPAL CITIES
A SUBSIDIARY OF U. S. INDUSTRIAL ALCOHOL CO.

ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined
Methanol

Ethanol (Ethyl Alcohol)
Specially Denatured—All regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%, Absolute
U.S.I. Denatured Alcohol Anti-freeze
*Super Pyro Anti-freeze
*Solox Proprietary Solvent
*Solox D-I De-icing Fluid

*ANSOLS
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate

OXALIC ESTERS
Butyl Oxalate
Ethyl Oxalate

PHTHALIC ESTERS
Amyl Phthalate
Butyl Phthalate
Ethyl Phthalate
*Registered Trade Mark

PROPIONIC ESTERS
Amyl Propionate
Butyl Propionate

OTHER ESTERS
*Diatol
Ethyl Carbonate
Ethyl Chloroformate
Ethyl Formate
Ethyl Lactate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Sodium Oxalacetate

ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

OTHER PRODUCTS
Acetone
*BK-5
Collodions
*Curbay B-G
*Curbay Binders
*Curbay X (Powder)
Derex
Ethylene
Ethylene Glycol
*Indalone
Methyl Acetone
Nitrocellulose Solutions
Potash, Agricultural
Urethan
*Vacatone

was imported from Switzerland nor contained oil of pine needles which were grown in Switzerland.

Foods and Drugs

Walter Camp and Werner Orbach, trading as The Vita Health Food Co., American Health Products Company, and Eastern Health Food Stores Assn., Washington, D. C., have stipulated to cease certain representations of "Almano," "Bro-Sak," "Cali-Kelp Tablets," "C-Veg-Salt," "Dalmatian Sage Leaves," "Nutrolac," "O-Pep-O-Mint," "Pomona Grape Juice" and "Seven Herbs Laxative."

The respondents agree to cease representing that Almano will furnish complete proteins and other elements found in the main dish of the meal, is complete in all the essential nutrients so that it may be used interchangeably with or in lieu of other protein foods, is readily digested and many times as nourishing as beefsteak, eggs, codfish and whole milk and costs less than these foods, or that it satisfies the tissue building requirements of the body; that Bro-Sak is suitable for use by diabetics, causes health to improve when substituted for sugar or saccharine, and is beneficial in cases of acid stomach, and other ailments due to hyperacidity; that Cali-Kelp Tablets correct indigestion, skin troubles, rheumatism, rickets, obesity and other disorders, or will have therapeutic value in cases of anemia, underweight or general debility; that C-Veg-Salt is a valuable food accessory or will keep the body alkaline; that a beverage prepared from Dalmatian Sage Leaves has a quieting effect upon the entire nervous system and therapeutic value in the treatment of colds and kindred ailments; that Nutrolac will check harmful intestinal bacteria or is beneficial for "stomach sufferers"; that a beverage of tea prepared from O-Pep-O-Mint is an effective treatment for colds or has any therapeutic value because of the ingredients potassium and manganese contained therein; that Pomona Grape Juice will give relief from bad breath, sour stomach or similar ailments; and that Seven Herbs Laxative is "fat-reducing," improves kidney function or pancreas action, or is recommended by doctors all over the world.

The respondents further agree to cease disseminating any advertisements of Cali-Kelp Tablets which represents that the preparation is in all cases safe or harmless, or which advertisement fails to reveal that the preparation should not be used by those suffering from lung diseases, chronic cough, goiter or thyroid diseases, except upon the advice of a physician, and that if a skin rash appears its use should be discontinued; and to cease disseminating any advertisement of Seven Herbs Laxative which represents that it is in all cases safe or harmless or which advertisement fails to reveal that there is potential danger in its use in cases when abdominal pain (stomach-ache, cramps, colic), nausea, vomiting (stomach sickness) or other symptoms of appendicitis are present, and that frequent or continued use of this preparation may result in dependence on laxatives; provided, in each case, however, that such advertisement need only contain a statement that the preparations should be used only as directed on the label thereof, if and when such label either contains a caution or warning to the same effect or specifically directs attention to a similar caution or warning statement in the accompanying labeling.

Tonico Del Cappuccino

Salus Laboratory, Inc., trading as Italian Imperial Company, Brooklyn, has stipulated to cease representing that "Tonico Del Cappuccino," has been approved by legal authorities; that it is a general tonic or possesses other than bitter tonic properties, or will cause one to gain weight or possesses any value as a weight builder in excess of that of a stomachic or stimulant to the appetite; that the preparation is indispensable for children or helps their growth; or that it possesses any therapeutic value in excess of that of a stomachic or stimulant to the appetite.

Northam Warren to Stop

Northam Warren Corporation and its subsidiary, Peggy Sage, Inc., of New York and Stamford, Conn., agree that in the sale of "Cutex", and "Peggy Sage," they will cease representing that fingernails have pores or are like the skin in structure; that the health, growth or length of the nails is contingent upon their contact with air or moisture; that fingernails absorb or give off moisture or that nail defects, such as brittleness, are due to moisture conditions or lack of moisture.

The respondents further agree to cease advertising that their nail polishes applied to the fingernails contain pores or form a porous or mesh-like film or coating or are permeable by any appreciable quantity of moisture; or that the moisture permeability of their nail polishes exceeds that of competitive products by 206 per cent., 100 per cent. or any other percentage not in accord with the facts.

Other representations which the respondents agree to discontinue are the representations, made directly or inferentially, that the use of competitive brands of nail polish smothers or "seals up" the nails, or thereby results in brittle, splitting or flaky nails or other unhealthy nail conditions; and statements or depictions which may cause the impression that the respondents' nail polishes can be depended upon to remain intact upon fingernails without chipping, peeling or wearing off for any period of time in excess of the time such products will remain intact, or that the wearing qualities of their polishes are in excess of those of all polishes sold in competition with the respondents' preparations.

Orders

Vitale Hair Dye

Casimiro Muojo, trading as Alvi Co. and as Alvi, Inc., New York, has been ordered to cease false advertisements of a hair dye cosmetic designated as "Vitale Instantaneous Hair Dye," "Vitale Rapid Hair Coloring," "Vitale Rapid," "Vitale Hair Coloring," "Vitale Hair Dye," and as "Vitale."

The respondent has represented his hair dye cosmetic as being scientific, safe and free from harmful, dangerous and injurious chemicals; that it will end premature gray hair and give hair the warmth, color, luster and glint of youth and that its use will have no ill effects on the human body. In truth, the Commission finds, the preparation contains a toxic coal tar derivative in sufficient quantity to cause, in some cases, skin irritation and other harmful effects if the preparation is used under the conditions prescribed in the advertisements or under such conditions as are customary and usual. Furthermore, application of the cosmetic to the eyebrows or eyelashes may cause blindness.

The respondent is ordered to cease advertising that the preparation is a safe or scientific cosmetic, free from harmful, injurious or dangerous chemicals; that its use will end premature gray hair or produce a permanent, natural, uniform shade or give the warmth, color, luster or glint of youth to the hair, or which advertisements fail to conspicuously reveal therein the following:

Staff Allen's English Distilled Oils

Character, experience and ability in the important matter of producing Quality Oils

STAFFORD ALLEN & SONS LTD.,
LONDON ENGLAND

CLOVE
LAVENDER
NUTMEG
ORRIS
PATCHOULY
PEPPERMINT
SANDALWOOD

UNGERER & CO.

13-15 W. 20th ST., NEW YORK
Philadelphia Boston San Francisco Chicago
St. Louis Los Angeles Toronto

"*Caution:* This product contains ingredients which may cause skin irritation on certain individuals and preliminary tests according to accompanying directions should first be made. This product must not be used for dyeing the eyelashes or eyebrows; to do so may cause blindness."

Provided, however, that such advertisement need contain only this statement:

"*Caution:* Use only as directed on label," if and when such label bears the first described caution conspicuously displayed thereon and the accompanying labeling bears adequate directions for such preliminary testing before each application.

Liquor Habit Products

Gates Medicine Co., Inc., Charleston, W. Va., has been ordered to cease false advertising of drugs for the liquor habit.

The Commission finds that from 1934 to 1940 the respondent manufactured "White Ribbon Remedy" and since January 1940, manufactured "Improved White Ribbon Remedy" and that the respondent advertised that the remedies were competent and effective treatments for the liquor habit.

White Ribbon Remedy contained tartar emetic, which is not a safe or reliable remedy for the liquor habit and the respondent's advertisements constituted false advertisements through failure to reveal the possible consequences of the use of White Ribbon Remedy under usual conditions or conditions prescribed in the advertisements.

In January 1940, the findings are, the respondent changed its product's formula by eliminating tartar emetic; attempted to withdraw from sale all White Ribbon Remedy containing that substance; changed the name to Improved White Ribbon Remedy; and began putting up the new product in boxes containing 2,160 international units of thiamin chloride (Vitamin B-1), with sugar of milk as a carrying body, and no other ingredient. However, findings are that while the new product may contribute a negligible portion of normal human vitamin requirements it is not effective as a liquor habit cure.

The respondent is ordered to cease advertisements which represents that White Ribbon Remedy constitutes a competent or effective treatment for the liquor habit, or that the preparation is safe and harmless; or which advertisements fail to reveal that use may cause depression of the cardiovascular system, chronic irritation of the stomach and intestinal tract, nausea and failure to eat and get the proper amount of food minerals and vitamins necessary to maintain health; or that Improved White Ribbon Remedy constitutes a competent or effective treatment for the liquor habit, or is a remedy for nervousness, fatigue, illness, or other condition caused by the excessive drinking of alcoholic beverages.

Kemico Formulas

F. W. Johnson, trading as Kemico, Park Ridge, Ill., has been ordered to cease misleading representations of 14 formulas for medicinals and cosmetics.

The order directs the respondent to cease misrepresenting the effectiveness of preparations compounded from his formulas: (1) for certain skin preparations, such formulas being known as "Greaseless Massage Cream," "Lemon Greaseless Cream," "Beauty Balm," and "Debest Skin Treatment"; (2) for the hair, such formulas being known as "Hair-Lay Cream" and "Dandruff Remedy"; (3) for catarrh, colds and similar ailments, the formulas being known as "Catarrhal Cream," "Vapor Inhalant," "Nasal Jelly," "Pine Oil Nasal Spray," and "Menthol and Camphor Nasal Spray"; and (4) for the teeth ("Teeth Whitener Formula A" and "Formula B").

The respondent also is ordered to cease representing, through use of the word "Remedy" or similar words in the trade name of his formula or in any other manner that the preparation compounded from Dandruff Remedy" formula is a cure or remedy for dandruff, or has any therapeutic value in treating it in excess of affording certain temporary relief; and to cease representing that the preparations compounded from "Teeth Whitener Formula A," "Pine Oil Nasal Spray," "Menthol and Camphor Nasal Spray" and "Nose Inhalant" are entirely safe for use.

Jacks and Jacques

Lambert Agin, trading as Jacks Chemical Company and as Jacque Chemical Company, Pleasant Ridge Station, Cincinnati, has been ordered to cease misrepresentation of "JACKS" and "JACQUE."

In advertisements the respondent has represented, among other things:

"For 30 years, JACKS has relieved thousands of sufferers from such ailments as Gall, Kidney and Bladder Stones, Diabetes, Rheumatism, Swollen Limbs, and other ailments caused by excess uric acid condition. JACKS priced at $1.25 is sold with a money back guarantee."

The Commission finds these representations false and misleading, and the preparation is nothing more than a diluted aqueous solution of nitric, hydrochloric and acetic acids, of an approximate 10 per cent. strength, and is wholly incapable of effecting any of the results claimed for it in the treatment of the ailments and conditions mentioned.

The respondent is ordered to cease representing that the preparation constitutes a cure or remedy for gall, kidney and bladder stones, diabetes, rheumatism, swollen limbs, hives, excess acid and excess uric acid, or that the preparation possesses any therapeutic value in the treatment of such ailments and conditions.

Dr. Ohlendorf's Tonic

William Clarence Ohlendorf, trading under the names W. C. Ohlendorf, Clarence Ohlendorf, C. Ohlendorf and Dr. Ohlendorf, Chicago, has been ordered to cease misrepresentation of a medicinal preparation.

The Commission finds that the respondent has represented that "Dr. Ohlendorf's Tonic" constitutes a cure or remedy and a competent and effective treatment for kidney, bladder and nervous disorders, rheumatism, neuritis, diabetes and other ailments. The findings are that the preparation contains tincture ferric chloride, oil of wintergreen and water, the only active ingredient being ferric chloride.

To support claims for the therapeutic value of his preparation the respondent relies principally upon a scientific work published about 1795. The weight of expert testimony is that ferric chloride does not possess the therapeutic value formerly attributed to it, although it is still used as a tonic and in certain cases of anemia, but it possesses no therapeutic value in the treatment of kidney or bladder disorders, diabetes, or similar ailments.

The respondent is ordered to cease representing that the preparation constitutes a cure or remedy for, or that it possesses any therapeutic value in the treatment of, kidney disorders, bladder disorders, rheumatism, neuritis, diabetes, or catarrh of the bladder or bowels, and that the preparation will tone up the nerves, or that it has any therapeutic value in the treatment of nervous disorders, or as a diuretic.

NEWS

Companies

American Home to Buy I. V. C.

An offer to buy the property of the International Vitamin Corp., New York, has been made by American Home Products Corp., Jersey City. Stockholders of International Vitamin will vote September 15 on a proposal that calls for the exchange of eight shares of International Vitamin stock for one share of American Home Products.

Thomas Joins Sharp & Dohme

Edmond George Thomas has been appointed medical copywriter in the advertising department of Sharp & Dohme, Philadelphia.

Mr. Thomas, a native of St. Louis, was graduated from Yale University in 1933. He took a premedical course at Washington University, St. Louis, and then returned to Yale for a course in preclinical medicine. He had been affiliated with a large pharmaceutical house as copywriter since 1937.

Crown Can Advances Swartz

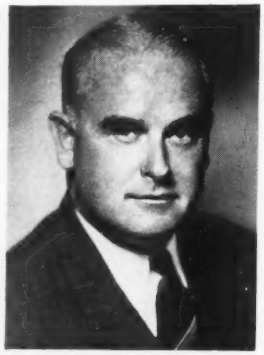
Richard P. Swartz, vice-president of Crown Can Co., Philadelphia, has been promoted to the special post of assistant to the president. Mr. Swartz has served for more than twenty years with Crown Cork & Seal Co., Inc., rising from assistant foreman to manager of the company's extensive machine shops in Baltimore.

Shortly after the organization of Crown Can Co., he was transferred to its Philadelphia plant, where he systematized and improved manufacturing methods and was elevated to the position of vice-president in charge of production at all can manufacturing plants.

Dr. Hogan Heads Penick Department

Howard Hogan, M. D., has been made director of a new department of medical research which has been instituted by S. B. Penick & Co., New York. The function of the department will be the correlation and organization of medicinal research in natural materials of both botanical and zoological origin.

Dr. Hogan, who will make his headquarters at the general offices of the firm at 50 Church St., New York, has



HOWARD HOGAN

achieved distinction in his specialized work and for the past three years has been director of medical research of the Pyridium Corp., Nepera Park, N. Y. An important development during his association with Pyridium was the investigation and production of sulfadiazene.

Dr. Hogan is a graduate of the Naval Academy at Annapolis and was an officer in the Atlantic Fleet before beginning his medical studies at McGill University and Edinburgh University. At Edinburgh University he was research fellow in the department of experimental surgery under the late Sir David Wilkie.

Tracy Joins Fritzsche

Fritzsche Brothers, Inc., has announced the appointment to its purchasing staff of Kenneth W. Tracy, former purchasing agent for Richard Hudnut Co. He is associated in this work with H. P. Wesemann, the company's director of purchases and a recently elected vice-president.

Following his graduation from the University of Michigan, Mr. Tracy was for six years with Frederick Stearns & Co., Detroit. His next twenty-three years were with William R. Warner Co., first as assistant sales manager, then as purchasing agent for its affiliate, the Richard Hudnut Co.

Dow Chemical Elects

At a meeting of the board of directors which followed the annual meeting of stockholders of Dow Chemical Co., Midland, Mich., August 13, Willard H. Dow was re-elected president and general manager of the company and, in addition, was made chairman of the board. The former board chairman, James T. Pardee was made emeritus chairman and G. E. Collings was made emeritus vice-president.

Elected to the board to fill the vacancies caused by the resignation of Mr. Pardee and Mr. Collings were Alden B. Dow and M. E. Putnam. Leland I. Doan was re-elected vice-president and was also made secretary, assuming a post formerly held by Earl W. Bennett. Mr. Bennett was re-elected vice-president and treasurer. E. O. Barstow and C. J. Strosacker were elected vice-presidents and Charles Penhaligen was made auditor. Fred Brown was elected assistant treasurer, relinquishing the position of assistant secretary.

Anchor-Hocking Cap Plant

All metal and molded caps and sealing equipment formerly produced at the Anchor Hocking Glass Corp.'s closure division plant at Long Island City, N. Y., are now being made at the company's Connellsville, Pa., plant.

The new plant is a one-story, modern daylight, fireproof factory that permits an immediate expansion of production facilities, which necessitated the move, makes a more economical straight-line production possible and allows for unlimited expansion in the future.

Holt Joins Service

Walter Holt, formerly sales manager of Charles H. Phillips Chemical Co., has been appointed sales manager of Fair Trade Merchandising Associates, which supplies druggists in the metropolitan New York and New England territories with monthly advertising and merchandising service. Before joining Phillips Mr. Holt was with the Mennen Co., United States Rubber Co. and Sanapak Co.

Andler Named General Manager

W. R. Andler has been named executive vice-president and general manager of Ritchie & Janvier, Bloomfield, N. J. In addition to this post Mr. Andler is a director of J. C. Eno (U. S. A.) Ltd., and Scott & Bowne. Prior to the consolidation of Harold F. Ritchie, Inc., and Walter Janvier, Inc., he was vice-president of the latter concern. As executive vice-president and general manager of Ritchie & Janvier, Mr. Andler will be assisted by H. W. Boise and W. X. Clark, both of whom have been associated with the present organization.

Brunswig Drug Officials

Harry Folsom, new president of the Brunswig Drug Co., Los Angeles, has announced the election of the following officers: H. E. Moore and O. F. Jackson, vice-presidents; H. E. Lawrence, treasurer; T. G. Stone, assistant treasurer; Roy G. Redmond, secretary; and Elmer V Staude, assistant secretary. The board of directors is composed of the above officers, Mrs. L. N. Brunswig, Alexander Field, R. F. Church and Roy Schwab.

Fuchs Joins U. S. Vitamins

Benjamin Fuchs has resigned from Murray Breese Associates to become advertising manager of United States Vitamin Corp.

Magnus Makes Appointments

Percy C. Magnus, president of Magnus, Mabee & Reynard, has announced the appointment of William D. Ackely as New England divisional sales manager for the company. The appointment of Frank C. Hincks, Jr., to the M M & R sales staff has also been announced. He will act as assistant to

WILLIAM D. ACKLEY

FRANK C. HINCKS, JR.

Mr. Ackely and will represent the company in Boston and vicinity. For the past ten years he has been with an important manufacturer of drug products, serving as sales manager.

Mr. Ackely joined the M M & R sales staff in 1938 after serving for a number of years on the sales staff of Parke Davis & Co. His promotion to New England divisional sales manager comes in recognition of his ability and of the importance of the New England territory.

Grubb Laboratory Formed

Collins B. Grubb, Charles W. Grubb and Bern B. Grubb have announced the establishment of Grubb Laboratory, Inc., Seymour, Ind., for the contract production of pharmaceuticals. Bern B. Grubb was associated from 1906 to 1940 with Lafayette Pharmacal Co., Lafayette, Ind. Collins B. Grubb, a civil engineer, and Charles W. Grubb, an attorney, are his sons.

Eye Joins American Chemical

Marcel G. Eye, graduate of Ohio State University and the University of Chicago, has recently joined American Chemical Laboratories, New York, as Chief Chemist. He is a former prize-winner of the American Chemical Society and a Bloede Scholar of the Chemists' Club of New York, and has had extensive training and experience in various commercial and public laboratories.

Vick Acquires Seaforth

Vick Chemical Co. has purchased financial control of the Alfred D. McKelvy Co., manufacturers of the Seaforth men's line. Alfred D. McKelvy, who originated Seaforth and has directed its rapid rise, will remain president of the company he founded about two years ago. The company's first shipment was made October 31, 1939, and the company's first advertisement appeared in November in Toilet Requisites. Today Seaforth is in practically every major store in the United States and operates a plant in Mexico with Canadian operations scheduled to begin in the near future. Seaforth has outlets in 17 foreign countries, many of them in remote parts of the world. The merger of Seaforth and the Vick Chemical Co. in no way affects the independent operations of Seaforth which will continue under the direction of Mr. McKelvy. Operations, however, will naturally be greatly expanded and the advertising will be on a larger scale.

Colgate Plant in Indiana

The Colgate-Palmolive-Peet Co. has awarded the general contract for a new $500,000 toilet article manufacturing unit at Jeffersonville, Ind., to the Turner Construction Co. of New York. In telling of the construction of the new unit in the August issue of The Drug and Cosmetic Industry the location of the plant was wrongly given as Jeffersonville, Ky.

Borden Enters Vitamin Field

A new department for the manufacture of vitamins has been organized by the Borden Co. under the direction of Harry McNeily, industrial engineer and former vice-president of Scott & Bowne Vitamin Corp. The company will manufacture and sell certain vitamins, particularly vitamins A and D, produced by a special process developed under the guidance of Dr. Casimir Funk and Dr. Harry E. Dubin.

Exchange BRAND

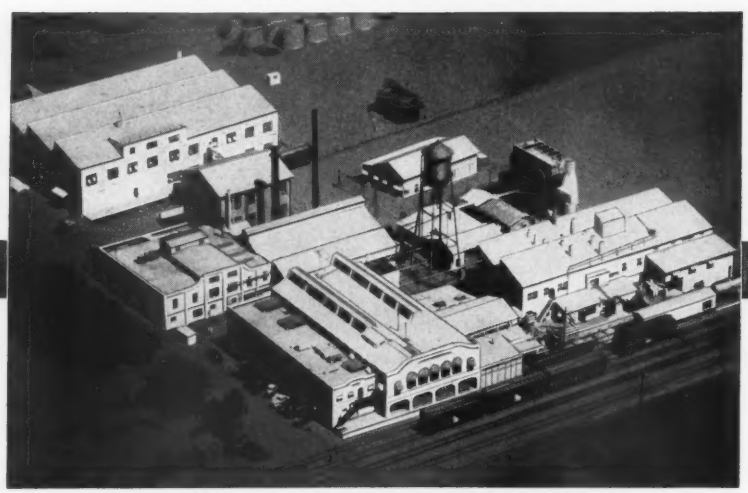
Citric Acid

U·S·P·

CRYSTALS • GRANULAR • POWDERED

MADE IN WORLD'S LARGEST LEMON PRODUCTS PLANT
BACKED BY THE SUNKIST GROUP OF 14,500 CITRUS GROWERS

Located near thousands of acres of lemon groves, this modern plant produces a complete line of fine lemon products.



Copyright, 1940, California Fruit Growers Exchange, Products Dept.

CALIFORNIA FRUIT GROWERS EXCHANGE, PRODUCTS DEPARTMENT

189 W. MADISON ST., CHICAGO — **ONTARIO, CALIFORNIA** — 99 HUDSON ST., NEW YORK

WAREHOUSE STOCK USUALLY CARRIED IN NEW YORK, CHICAGO, PHILADELPHIA, SAN FRANCISCO

Vitamins Plus Appointments

Vitamins Plus, Inc. and the vitamin products division of Vick Chemical Co. have announced the addition of two men in newly created executive posts.

Dr. John C. Bird has become vice-president of Vitamans Plus and technical director both of this firm and of the vitamin products division of Vick. He was formerly director of applied research and specialty development with Hoffmann La Roche, Inc., Nutley, N. J., and prior to that held a similar position with John Wyeth & Bro., Philadelphia.

JOHN C. BIRD

ARTHUR F. SCHULZ

Arthur F. Schulz, has been made sales manager of Vitamins Plus. He was formerly with E. R. Squibb & Sons, serving successively as district sales manager for Washington, D. C., assistant merchandise manager and sales manager of home necessities.

Revson to Larger Quarters

R. F. Revson Co., New York, will move to larger quarters at 144 West 18 St., that city, on or about September 20. The expansion has been made necessary by increased business.

General Cosmetics Changes Name

General Cosmetics Corp., New York, has changed its corporate name to Technical Laboratories, Inc.

Dawn of Hollywood Protects Name

In the Superior Court of the State of California for the County of Los Angeles, Judge Ruben S. Schmidt has handed down a decision in favor of Dawn of Hollywood, Inc., which company brought suit against Luminous of Hollywood, Inc., Cosmetics, Inc., Martin P. Freese and Paul Freese to restrain them from the use of the word "Luminous" as a trade name or trade-mark.

Judge Schmidt ruled that Dawn of Hollywood, manufacturer of Luminous Dawn make-up foundation, is entitled to the Luminous trade-mark and the defendants are enjoined and restrained from using said trade-marks and trade names of 'Dawn of Hollywood," "Luminous Dawn," "Luminous Eye Shadow," "Luminous Cream Rouge," "Luminous Makeup," "Luminous Paste Rouge," "Luminous Eye Shadow," "Luminous Lipstick," or from operating their business under the name or trademark of "Luminous of Hollywood, Inc.," or any of the above names.

Dr. Jones Joins Massengill

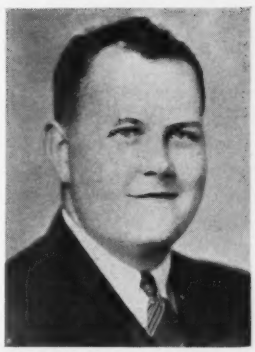
Herman D. Jones, formerly associate professor of organic and bio-chemistry at Alabama Polytechnic Institute, Auburn, Ala., has joined the S. E. Massengill Co., Bristol, Tenn., as director of research.

Upon his graduation from Alabama Polytenchnic Institute in 1924, he joined the college's chemistry department. From 1928 to 1930 he was research chemist for a nationally known company in New Mexico. In 1934 he did special biological work at Cold Springs Harbor, N. Y., and in 1939 was awarded his Ph.D. in bio-chemistry at Vanderbilt University.

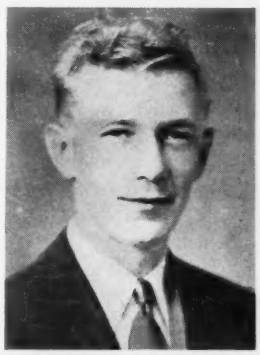
The Massengill company is now completing additional research laboratories under the direction of Dr. Jones who will have complete control of the company's research work. Production facilities for the manufacture of liquids have been increased by the addition of 12,000 square feet of floor space. Included in this new construction are special conveyor tables for manufacturing and packaging, and an additional water still with a capacity of 100 gallons of distilled water per hour.

Innis, Speiden in Cincinnati

Early in September, Innis, Speiden & Co. is opening in the Carew Tower, Cincinnati a new branch office in charge of Robert D. Kane, formerly of the firm's Cleveland office.



ROBERT D. KANE



WALTER E. BAUMEISTER

WILLIAM H. ELLIOTT, JR.

Walter E. Baumeister is being transferred from the Isco Chemical Division at Niagara Falls, to succeed Mr. Kane in Cleveland.

The new Cincinnati office will serve the trade in southern Ohio, Indiana and Kentucky and will be a sub branch of the Cleveland office, under the direction of Donald S. Cushman, Cleveland district manager.

Another change in the Innis, Speiden personnel will be the moving of William H. Elliott, Jr., from the Isco Chemical Division at Niagara Falls to the company's Boston office. Mr. Elliott will join the New England sales force, working under the direction of William D. Luhrs, Boston district manager.

Verley Foreign Departments in N. Y.

Transfer of its Pan-American export and import department to New York has been announced by Albert Verley, Inc., Chicago, through E. J. Strobl, executive vice-president now in charge of the New York office. This department will handle the company's shipments to Latin American countries as well as make all purchases of raw materials from these sources.

Otto Baptist, Pan-American export manager, has been moved from Chicago to New York where he will make his permanent headquarters.

Sendozor Expands

Sendozor, Inc., Rochester, N. Y., has moved to new quarters at 2180 Monroe Ave., that city. The new modern studio-type manufacturing plant was made necessary by the rapid growth of this incense business which started as a hobby of Mrs. Ann Foster.

Norda Recovers Beans

Norda Essential Oil & Chemical Co., New York, recovered thirty-two cans of vanilla beans which were stolen from the plant early in August. The vanilla beans, which were part of a consignment from the Netherlands East Indies, were valued at more than $15,000.

Foster Joins Noxzema

Carroll P. Foster has joined Noxzema Chemical Co., Baltimore, as an assistant chemist. He was formerly an instructor in the School of Pharmacy, University of Maryland, and associated with Ferdinand Pross.

Dow to Make Ammonia

A plant for processing ammonia from hydrogen gas is being constructed by Dow Chemical Co. at Freeport, Texas. The plant will have a production of 150 tons of ammonia daily which will be used by the government to provide explosives for the national defense program. It will cost approximately $2,000,000.

Standard Synthetics Agents for Gutkind

Standard Synthetics, Inc., New York, are now agents for F. Gutkind & Co., shippers of Spanish essential oils. Shipments have already been received of 2,000 pounds of oil of origanum, 2,000 pounds of Spanish sage oil, and 10,000 pounds of Spanish rosemary oil. Shortly arriving are 10,000 pounds of spike lavender oil, 10,000 pounds of rosemary oil, 3,000 pounds of cade oil U. S. P., 2,000 pounds of labdanum gum. There is also 10,000 pounds of Spanish spike lavender oil that will arrive between now and December.

In order to accommodate these shipments, the company has obtained very much greater space at their present address, 119 West 25 St.

Release of Essential Oils

It can now be stated that certain Essential Oils seized at Bermuda by the British authorities, chiefly from Parcels Post mails from France, have been released to qualified consignees.

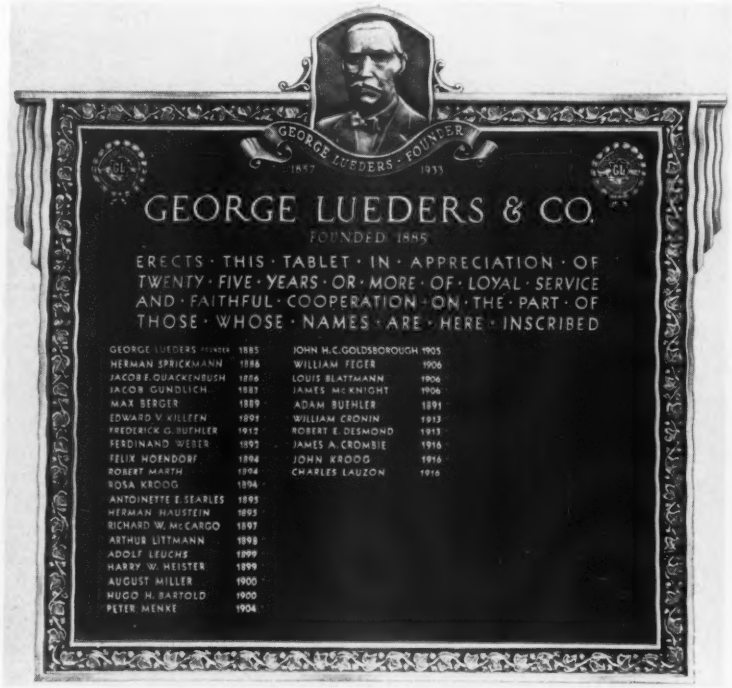
This merchandise has been accumulating since about October 1940. The shippers were apparently under the impression which remained current with them through the winter months, that Parcels Post packages would not be seized by the British Blockade authorities and thus a substantial number of packages were so shipped. They were seized however,—and held.

There was a confused mass of varied merchandise of all classes piled up over a period of several months, and no plan for their disposition. Certain efforts were made looking to the release of the essential oils so urgently needed by the trade, but with little progress however, until a group of companies in the industry initiated representations with the Department of Commerce which approved the dire needs of the industry as set forth in support of our request that the merchandise be released upon an equitable basis.

The matter was laid before the State Department in full detail and proper representations were promptly made to the British authorities. Shortly thereafter an official of the British Embassy went to Bermuda. He made the needed recommendations to the Ministry of Blockade in London. Then Sir Roger Hall arrived in Bermuda and took charge of the difficult task of making proper disposition of the accumulated merchandise of all classes.

With as little delay as was possible the Prize Court procedure was established.

Much of this merchandise is undoubtedly under contract commitments, and although the amount is substantial, it must be remembered that the market has been cut off from France and the French Colonies for over a year.


GEORGE LUEDERS · FOUNDER
1847 1933
GEORGE LUEDERS & CO.
FOUNDED 1885
ERECTS · THIS · TABLET · IN · APPRECIATION · OF
TWENTY · FIVE · YEARS · OR · MORE · OF · LOYAL · SERVICE
AND · FAITHFUL · COOPERATION · ON · THE · PART · OF
THOSE · WHOSE · NAMES · ARE · HERE · INSCRIBED
GEORGE LUEDERS founder 1885
HERMAN SPRICKMANN 1886
JACOB E. QUACKENBUSH 1886
JACOB GUNDLICH 1887
MAX BERGER 1889
EDWARD V. KILLEEN 1891
FREDERICK G. BUEHLER 1912
FERDINAND WEBER 1893
FELIX HOENDORF 1894
ROBERT MARTH 1904
ROSA KROOG 1894
ANTOINETTE E. SEARLES 1895
HERMAN HAUSTEIN 1895
RICHARD W. McCARGO 1897
ARTHUR LITTMANN 1898
ADOLF LEUCHS 1899
HARRY W. HEISTER 1899
AUGUST MILLER 1900
HUGO H. BARTOLD 1900
PETER MENKE 1904
JOHN H.C. GOLDSBOROUGH 1905
WILLIAM FEGER 1906
LOUIS BLATTMANN 1906
JAMES McKNIGHT 1906
ADAM BUEHLER 1891
WILLIAM CRONIN 1913
ROBERT E. DESMOND 1913
JAMES A. CROMBIE 1916
JOHN KROOG 1916
CHARLES LAUZON 1916

A bronze tablet containing thirty names of employees, present and past, whose service with George Lueders & Co., New York, totals twenty-five years or more, has been unveiled in the reception lobby of the company offices.

Beginning with the late George Lueders, founder of the business in 1885, the names appear on the tablet dated as to the year in which service began.

The names of Edward V. Killeen and the late Jacob Gundlich are inscribed in gold indicating service of fifty years. Mr. Killeen, formerly president of the company, still is actively associated in its affairs.

Sixteen of the total number of employees listed are in active service today. They are: Killeen, Weber, Miss Rosa Kroog, Littmann, Leuchs, Heister, Miller, Menke, Feger, McKnight, F. G. Buehler, Cronin, Desmond, Crombie, John Kroog, and Lauzon.

P U R I T Y

Purity. One word...but in it, is a world of meaning for all who know Baker's Fine Chemicals.

Baker's is *controlled* purity by the ton. That means, to hundreds of pharmaceutical manufacturers, uniform quality and standards of purity heretofore unknown.

How was *controlled* purity obtained? By Baker men and methods—the same men who achieved purity to the third and fourth decimal in Baker's Analyzed C. P. Reagents.

This controlled purity in your products or preparations means smooth operation and finer quality all the way. Chemists in your testing laboratories appreciate it. Your sales and advertising departments can feature it. Your customers are always satisfied. They come back—give their dealers repeat sales.

Look at the list of tonnage Fine Chemicals on this page. Those are only a few of the many Baker Fine Chemicals that have won us a host of friends from large pharmaceutical and drug houses.

Wherever Fine Chemicals are used, the name, Baker, is known. So be sure to get samples of Baker's, and compare. It is on this basis alone that we ask you for your business. Your inquiries are invited.

The name **Baker** *is known wherever Fine Chemicals are used*

A partial list of Tonnage Fine Chemicals held under rigid control, at no price premium.

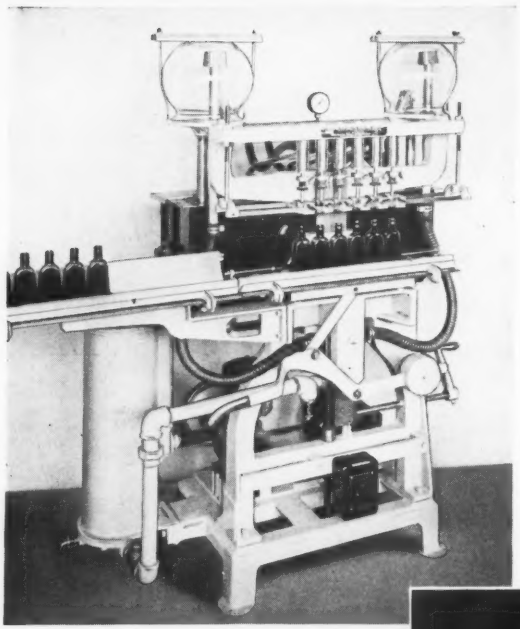
- Alkali Bromides
- Potassium Iodide
- Magnesium Oxide
- Magnesium Carbonate
- Cream of Tartar
- Bismuth Subcarbonate—Subnitrate and other Salts
- Caustic Potash and Soda Sticks and Pellets
- Rochelle Salt
- Lead Acetate
- Salicylates

J. T. BAKER CHEMICAL CO., Phillipsburg, N.J.

NEW YORK: 420 Lexington Avenue · PHILADELPHIA: 220 South 16th Street · CHICAGO: 435 No. Michigan Avenue

Baker's fine chemicals

Fast or Slow
LARGE or small
GLASS or TIN

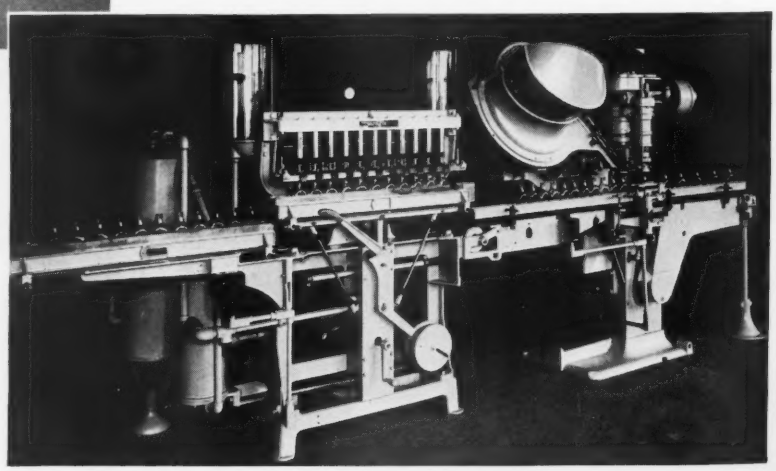


THAT'S THE VERSATILITY OF
SAMCO VACUUM FILLERS

Like the versatile three-letter man of the college team, Pneumatic's Samco Vacuum Fillers can do a tremendous variety of jobs—and do them well.

The Enlarged Samco and Samco Jr. semi-automatic vacuum filling models will easily handle practically any free-flowing or semi-free-flowing liquid in containers (glass or tin), sizes ranging from 1 oz. to 1 gallon. An endless variety of shapes will not complicate the production of these machines, and change-overs of product or size takes less than fifteen minutes—often not more than five. Some Samco users are currently filling more than 30 different products in over 20 container sizes. Yet with all this flexibility Samco Fillers continue to render the faithful accurate performance which justifies Pneumatic's claim of "Lower Cost per Container." Write for complete specifications on the Samco line.

Samco Junior Vacuum Filler. Handles tin cans, regular finish or AGST glassware from 1 oz. to 1 gallon. Speeds up to 40 per minute depending on container size, nature of liquid, number of heads.



Enlarged Samco Vacuum Filler with Automatic Single Head Capper. Designed primarily to handle quarts to gallons at increased speeds but may also be equipped for smaller sizes.

★ PNEUMATIC
PACKAGING & BOTTLING EQUIPMENT

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Branch Offices:
NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES

When it comes to a Choice

COLOR *Wins*

YOUR PRODUCT WILL SELL FASTER in rich, lustrous Maryland Blue. Here's why. Smart, colorful packages are the natural choice of the window trimmer when he wants to "dress" a window . . . of the clerk in arranging open displays . . . of the merchant who stands a few packages near the cash register to stimulate extra sales . . . of the consumer whose natural impulse is to buy with the eye.

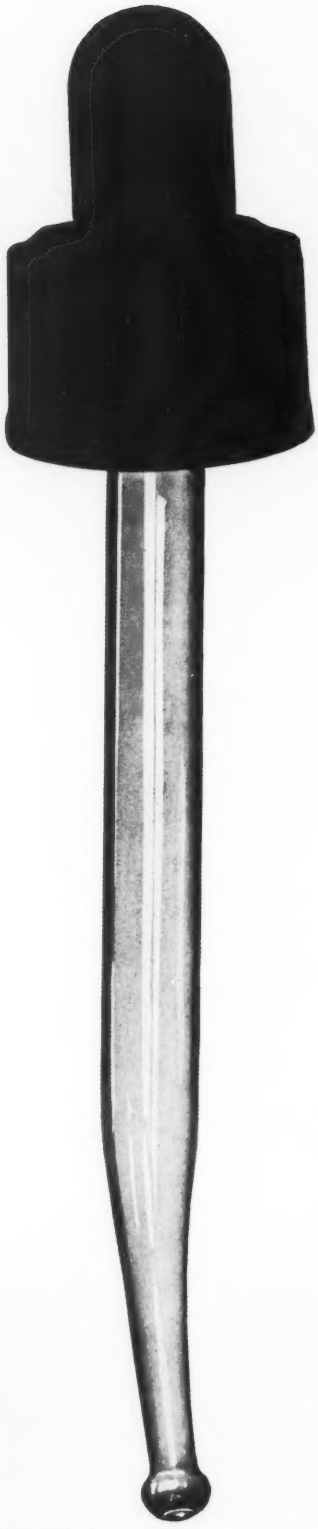
SEND FOR SAMPLES of attractive stock bottles and jars in Maryland Blue. Shown below, from left to right, are: French Square, ¼ oz. to 16 oz.; Chesapeake Oval, 4 oz. to 32 oz.; Cabinet Square, 1 oz. to 32 oz.; Squat Jar, ½ oz. to 18 oz. Make your choice from these styles. Or write, telling us the nature of your product and the sizes in which it is packed, and we will suggest an appropriate bottle or jar.

PACK TO ATTRACT IN

MARYLAND Blue

MARYLAND GLASS CORPORATION, BALTIMORE, MD. . . . New York: 270 Broadway . . . Chicago: Berman Bros., 1501 S. Laflin Street . . . St. Louis: Carl Floto, 908 Clark Ave. Memphis: S. Walter Scott, 435 S. Front Street . . . Kansas City, Mo.: Aller Todd, 1224 Union Avenue . . . Cincinnati: J. E. McLaughlin, 401 Lock Street . . . San Francisco: Owens-Illinois Pacific Coast Co.

There is no magic about perfection nor is there any royal road to it.



THERE is only painstaking care and hard work; the closest attention to small but vital details. To the specialist there are no such things as trifles. He knows that the little things are also important, that every step in the design and manufacture of any product equally determines its final character.

That is why New Perfection dropping parts and outfits are used by America's leading merchandisers of drugs and pharmaceuticals. They are designed and precision-built by experts who have specialized in this one important field, and who select only the highest grade materials for the manufacture of one perfect product.

PENNSYLVANIA GLASS PRODUCTS CO.
428-32 N. CRAIG ST. PITTSBURGH, PA., U. S. A.
(Not affiliated with any other glass concern)

New Perfection

DROPPING PARTS AND OUTFITS

Patented in U. S. A., Canada, Great Britain and other countries.

Standard Synthetics in London

Standard Synthetics, Inc., New York, report that their London factory, Standard Synthetics, Ltd., continues to do good business in spite of the war. The company has been more fortunate than many of its competitors in the way of bombing, and H. Barksfield, Director and Works Manager of the London factory, reports in his letters that he is particularly, and, though many supplies are still short, they are still manufacturing large quantities of geraniol from citronella and from palmarosa oils, rhodinol, linalyl acetate, and distilling large quantities of peppermint oils, Chinese and Japanese.

He also reports that business is very good all over the British Isles, unemployment has vanished, and wages are, in some cases, very high. From his remarks it appears that imports of essential oils are still keeping up and the Merchant Service is delivering goods into Britain with surprising regularity.

Activated Carbon Book

"Active Carbon—The Modern Purifier," by John W. Hassler, a 160-page book, bound in green cloth, has been published by Industrial Chemical Sales Division, West Virginia Pulp and Paper Company.

The book falls into six divisions. The first is a general approach and describes what active carbon will accomplish and how it is used. The second gives a detailed description of the application to various products; the third reviews certain basic principles for the research chemist who may be considering an application in a new field or an improvement in the application to existing fields; the fourth division discusses methods of evaluation and a fifth covers a bibliography of the literature that has appeared on the general subject of adsorption as related to active carbon. The last section in the book describes Nuchar Active Carbon, which is manufactured by the Industrial Chemical Sales Division, West Virginia Pulp and Paper Co., and its application to the various products discussed in the technical section of the book.

Commercial Solvents Scientists

Recent additions to the research staff of Commercial Solvents Corp., Terre Haute, Ind., include Jack W. Burns, M.S., Harold G. Johnson, Ph.D., Robert F. Taylor, Ph.D., and James M. Van Lanen, Ph.D., recent graduates of the University of Wisconsin; Richard J. Hickey, Ph.D., and Merrick W. Shepard, B.S., Iowa State College; P. C. Markunas, Ph.D., University of Illinois, formerly with National Distillers Products Corp.; and Frank J. Rudert, Ph.D., Cornell University, formerly instructor in bacteriology at Oregon State College.

People

Magnus Gives Dinner to Murray

A dinner in honor of William J. Murray, Jr., recently elected president of McKesson & Robbins, was given by Percy C. Magnus, president of Magnus, Mabee & Reynard, Inc., at the Waldorf Astoria, New York, September 4. The dinner was attended by notables of the drug and cosmetic industries from many cities and well-known persons in government and finance.

Huiskings Celebrate 30th Wedding Anniversary

Mr. and Mrs. Charles L. Huisking were the guests of their eight children at a surprise party to celebrate the thirtieth wedding anniversary of Mr. and Mrs. Huisking. The party was held at the Beach Casino of the Huntington-Crescent Club, Huntington, N. Y. on Friday evening, August 29. Approximately one hundred and sixty friends of the Huisking family were in attendance.

Mayrand Becomes Manufacturer

L. P. Mayrand is planning to enter the pharmaceutical manufacturing business in Greensboro, N. C. He has been associated with Merck & Co. for the past fifteen years.

De Saxe Joins A. D. S.

J. R. De Saxe, formerly associated with Grove Laboratories, St. Louis, is now vice-president in charge of sales for American Druggist Syndicate, Long Island, City N. Y.

Mennen Jr.—Army Officer

William G. Mennen, Jr., secretary and treasurer of the Mennen Co., Newark, N. J., is now a First Lieutenant in the Medical Corps. He is stationed at the Medical Supply Depot, Brooklyn.

deHavenon with Ann Haviland

Gaston T. deHavenon is now connected with Ann Haviland Laboratories Inc., New York, in the capacity of general manager. He has been connected with the perfume and cosmetic industry for many years and is well known throughout the country.

Utter and Harris Quit Armand

Roy Utter, for the last ten years sales manager of the Armand Company, Des Moines, Iowa, has resigned effective September 30. John Harris, secretary and treasurer of the Armand Company, has also resigned effective September 30 after spending fifteen years with the company.

Associations

Folkers Wins A. C. S. Award

Karl A. Folkers, assistant director of research, Merck Laboratories, Rahway, N. J., has been awarded the $1,000 American Chemical Society prize in pure chemistry for 1941. The award, which is made each year to a man or woman less than thirty-six years old for outstanding research in pure chemistry, was made to Dr. Folkers in recognition of his research during the last five years in which he has successfully isolated and determined the character of many new Erythrina alkaloids which have a curare-like or paralyzing action which may prove of value in the treatment of nervous disorders.

The presentation of the award was made at the annual meeting of the American Chemical Society at Atlantic City, September 8 to 12.

C. S. A. Golf Winners

The Salesmen's Association of the American Chemical Industry held its third golf tournament of the season at the Montclair Country Club, August 12. Sixty-three members and guests took part in the tournament and seventy-eight were on hand for dinner. The winners were: Class A—low gross, R. C. Quortrup, Barrett Co.; low net, R. M. Stevenson; Class B—low gross Walter Buhler, Barrett Co.; low net Peter Riley, Jr., Riley Tar & Chemical Co.; Class C—low gross, T. F. Callahan, low net, W. Richards; Guests—low gross, J. J. Rush, Newburg Chemical Co.

Chicago Assn. Golf

The Golf Auxiliary of the Chicago Drug and Chemical and Chicago Perfumery, Soap and Extract Associations held a meeting August 12 at the Medinah Country Club. The winners were: Guests—H. E. Rosensteel, R. R. Burtner, H. H. Hoppock, and A. Sewell; Class A—T. B. Singleton, D. K. Olin, Bruce Puffer, Thomas Sayers; Class B—S. H. Lind, Ray Morris, H. J. Edmon, E. P. Gibney; Class C—J. A. Gauer,

EXCLUSIVE WITH HOPKINS

HOPKINS' FACTOLAC

For permanent emulsions of both fixed and volatile oils. Insures complete, homogeneous mixture without trituration or special apparatus. An ideal, trouble-saving, money-saving emulsifier.

HOPKINS' PINEALCO

To make a dependable Syrup of White Pine Compound, N. F., standardize on Hopkins' Pinealco. Therapeutically reliable, uniform in color, odor and flavor. So highly concentrated, a single pound of Pinealco will yield about 20 pints of Syrup.

BASIC INGREDIENTS

FOR TOILETRIES • COSMETICS • PROPRIETARIES

HOPKINS' NEUTRAL POWDERED WHITE SOAP

Assures snow-whiteness, neutral taste, absence of free alkali, low moisture content and very low residue of alcohol, water and sodium carbonate. Completely dependable uniformity and performance.

HOPKINS' EGYPTIAN HENNA

Consists solely of choice Egyptian Henna leaves. Laboratory tested. A 100% vegetable product. Milled on slow stone grinders assuring maximum coloring content. For repackaging or sale in bulk, this is the Henna that will build a profitable, repeat, quality business.

"Quality is remembered long after price is forgotten"

FREE UPON REQUEST

Samples and quotations for any of these Hopkins' Specialties, upon request. We invite correspondence on any problems to which our technical staff can bring its expert cooperation.

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for the packager of fingernail enamels who skyrockets his sales on the power of QUALITY.

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SHERWOOD REFINING COMPANY, INC.

MANUFACTURERS OF QUALITY FINGERNAIL ENAMELS

ENGLEWOOD NEW JERSEY

D. F. Lum, Frank Topper, Dean Hillenbrandt.

The last tournament of the year was held September 9 at the Elmhurst Country Club and the inter-city meet with Detroit will be held in Detroit September 19.

Missouri D. & C. Golf Winners

The summer meetings of the Associated Drug and Chemical Industries of Missouri golf section which was organized in the spring, have been very well attended and, owing to the nine hole handicap system which was used in scoring, the prizes have been distributed very equitably.

On June 10 the meeting was held at the Glen Echo Country Club, the first three winners were: I. J. Stanley, Monsanto Chemical Co.; Paul Horton, National Package Drugs; and Paul E. Weber, Charles Pfizer & Co.

The meeting on July 8 was held at Westborough Country Club and the prizes were awarded to S. D. LeGear, Dr. S. D. LeGear Medicine Co.; James Montgomery, U. S. I. Chemicals, Inc.; and Thomas Taylor, Solvay Sales Co.

The three top winners at the August 12 meeting, held at the Algonquin Golf Club, were: Thomas Taylor, Solvay Sales Co.; Robert Armstrong, Fritzsche Brothers, Inc.; and E. J. Cunningham, Monsanto Chemical Co.

N. A. R. D. to Meet in Cleveland

National Association of Retail Druggists will hold its annual convention in Cleveland October 6 to 10. Scheduled to speak at the meetings are Senator Lister Hill, Ala.; Representative Hatton W. Summers, Texas; A. G. Murray, senior chemist of the Federal Food and Drug Administration; J. H. Anslinger, head of the narcotics division of the Treasury Department; and Dr. Hugo H. Schaefer, dean of the Brooklyn College of Pharmacy.

Financial

Armstrong Cork Earns More

Armstrong Cork Co. reports for the first half of 1941 a net profit from operations within the United States of $2,492,281, equal to $1.69 a share. This compares with a net of $2,114,655, or $1.42 a share for the first half of last year.

Although the net income for the six months increased only $377,626 over the 1940 figure, the reserves for Federal taxes were $2,918,749, compared with $455,000 a year ago.

Colgate Earnings Treble

Colgate-Palmolive-Peet Company, announces a net profit for the first half of 1941 of $2,635,051, equal to $1.21 a share on the no-par common stock including 37,163 shares held in the treasury. This compares with a profit of $1,278,230, or 45 cents a share in the first six months last year.

Net sales during the first half of this year were $54,904,926, against $45,093,118 the year before.

Continental Can Earns More

Continental Can Co., Inc. and wholly owned subsidiaries, report for the twelve months ended with June net earnings of $8,670,908, after deducting $8,326,179 for depreciation, depletion and estimated Federal income taxes. The earnings were equivalent to $2.88 a share. Net earnings for the twelve months ended June 30, 1940 were $5,208,758, or $2.80 a share.

Coty Net Up

Coty, Inc., and domestic subsidiaries report for the first six months of this year a net profit of $351,148. This is equal to 24 cents a common share and compares with $311,026, or 20 cents a share in the first half of 1940.

Crown Cork Net Up

Crown Cork and Seal Co. and wholly owned domestic subsidiaries report for the six months to June 30 a net profit of $1,566,780, equal to $2.54 a share on 517,625 shares of common stock. This compares with an adjusted net of $1,381,716, or $2.18 a share for the first half of 1940.

The net sales for the period amounted to $20,224,548, setting a new high for any first half-year and rising about 27 per cent. over the $15,968,483 for the first six months of 1940.

Heyden Net Up

Heyden Chemical Corp. and subsidiaries report for the six months ended June 30 a net income of $541,072, after provision of $536,437 for federal income and excess profits taxes estimated according to the proposed law. This compares with a net income of $372,641 for the first half of 1940 when the provision for federal income and excess profits taxes was $257,327.

I. V. C. Earnings Steady

International Vitamin Corp. reports for the year to June 30 a net profit of $119,606, equal to 58 cents each on 204,000 capital shares and comparing with $120,052, or 59 cents a share, in the preceding year which ended June 30, 1940.

Lehn & Fink Earnings Up

Lehn & Fink Products Corp. reports for the year to June 30 a net profit of $770,360, equal to $1.92 each on 400,000 capital shares. This compares with a net profit of $621,349, or $1.55 a share in the preceding year.

McKesson Dividend

The directors of McKesson & Robbins, Inc., have declared a dividend of $1.09375 per share on the new 5¼ per cent. cumulative preferred stock for the odd period from July 1, when the company emerged from reorganization, to September 15, when the dividend is payable to stockholders of record September 5.

This is the first dividend payment by the company since September 15, 1938. It will amount to $61,250 on the 56,000 shares of new preferred stock authorized under the reorganization plan and sold through an underwriting syndicate.

W. J. Murray, Jr., president, announced that no dividend action was taken on the common stock since the earnings since the company returned to private management on July 1, were the only ones available for dividends on this stock.

Merck Sales Up Sharply

Merck & Co. Inc. and subsidiaries report for six months ended June 30 net earnings, before allowance for taxes and other adjustments, of $4,775,407 as compared with $2,222,946 shown for the first three months of the year. After allowance for Income and Excess Profits taxes and other special reserves, the Company reports net income for the six months of $1,591,073 equal to $1.45 a share on the outstanding common stock.

The reserves for Income and Excess Profits taxes total $2,984,334 and are in the form of a $2,534,334 provision for these taxes based on the present statute as applied to 1940 income and an additional reserve of $450,000 for an expected increase in such levies as a result of pending legislation. No allowance has been made for the relief provisions applicable to the Excess Profits tax, although the Company intends to apply for relief under these provisions. Such relief, if granted, would result in a re-

LUSTEROID

A Steady Source of Supply

In these days of interruptions and dislocations, of material shortages and shipping difficulties, the advantages of Lusteroid packaging are increasingly emphasized. Manufacturers using Lusteroid rigid cellulose vials and tubes are being served without inconvenience.

Lusteroid packages take up less space, too. They are both lightweight and unbreakable, enabling packagers to dispense with bulky (and expensive) wadding and filling. And they eliminate paper labels by providing multicolor labelling integrally during the manufacturing process. Color is integral, too.

LUSTEROID CONTAINER CO., INC.

Formerly Lusteroid Division of the Sillcocks-Miller Company

10 Parker Avenue, West • South Orange, New Jersey

Blendette

The Automatic POWDER BLENDER with Special Scale

Completely eliminates old fashioned hand blending

ACCURATE STREAKLESS BLENDING IN LESS THAN ONE MINUTE

USED IN DEPARTMENT STORES COSMETIC SHOPS AND LABORATORIES

Simplifies the packaging problem

Write for complete information

COSMETIC SALES COMPANY

Distributor

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fund of a portion of the 1940 taxes and may also reduce the taxes accrued on the 1941 income.

Net sales for the six months were $19,421,524 as compared with $9,592,006 for the first quarter, and with $23,766,375 for the full year of 1940. The balance sheet as of the close of the six months period shows current assets of $18,992,892 as compared with current liabilities of $6,751,015, making net working capital of $12,241,877. This compares with net working capital as of December 31, 1940 of $7,847,125.

Parke Davis Earnings Steady

Parke, Davis & Co. and subsidiaries report for the six months ended June 30 a net profit of $3,600,160, or 74 cents a share. This compares with a profit of $3,533,305, or 72 cents a share in the first six months of 1940. For the twelve months of June 30 the net earnings were $8,254,567, or $1.69 a share against $8,164,889, or $1.67 a share in the preceding twelve-month period.

Sterling Products Earns Less

Sterling Products Inc. and subsidiaries report for the six months to June 30 a net income of $5,354,042, equivalent to $3.07 a share on the common stock. This compares with a net of $5,574,424, or $3.20 a share. In the first six months of 1940 the net earnings were $5,574,424, or $3.20 a share.

For the quarter ended June 30 the net profit was $2,103,848, or $1.21 a share, against $2,303,955, or $1.32 a share in the June quarter a year ago.

Sylvania Net Higher

Sylvania Industrial Corp. reports for the six months ended June 30 a net profit of $553,891, or $1.32 each on 418,982 common shares. This compares with $522,338, or $1.23 a share in the first half of 1940.

Vick Earnings Increase

Vick Chemical Co. reports for the year ended June 30 a net income of $2,804,026. This is equivalent to $4.12 a common share. In the preceding twelve months the net income was $2,792,165, or $4.05 a share.

Obituaries

August Eimer

August Eimer, retired president of Eimer & Amend, died at his home in Port Chester, N. Y., August 28. He was eighty-seven years old.

Mr. Eimer was born in Darmstadt, Germany, the son of the late Edward Eimer, one of the founders of the Griesheim Chemical Works. After completing his schooling in Darmstadt and in Zurich, Switzerland, he came to the United States and entered the employ of Eimer and Amend. His uncle, Carl Eimer, was senior partner of the drug firm which was founded in 1851 by Bernard Amend. Mr. Eimer married Mary Louisa Amelia Amend, daughter of Bernard Amend.

In addition to being identified with the drug industry, Mr. Eimer was one of the pioneers in the chrome steel and calcium carbide industries. He was a partner in the firm that later became Union Carbide Co. He retired ten years ago.

His widow, two sons, Walter R., and Carl C. Eimer, and a daughter, Elsa, survive.

Frank Brennand Kirby

Frank Brennand Kirby, director of education for Abbott Laboratories, North Chicago, Ill., died August 20 at the home of his daughter in Scarsdale, N. Y. He was sixty-three years old.

Dr. Kirby was born in Canada, September 24, 1877. When a youth, he moved to Philadelphia. He was graduated from the Philadelphia College of Pharmacy and Science in 1898 with the degree of P. D. He later studied at Jefferson Medical College, receiving his M. D. degree in 1902. He practiced pharmacy some years, subsequently practicing medicine in Philadelphia for seven years.

From 1909 until his death, Dr. Kirby was associated with Abbott Laboratories, serving successively as salesman, sales manager and, since 1933, director of education.

Walter R. Leach

Walter R. Leach, secretary and general manager of Carr-Lowrey Glass Co., died August 3, at his home, Chela Farms, Phoenix, Md., after a short illness. He was sixty years old.

Mr. Leach was born in Baltimore, and entered the employ of the Carr-Lowrey Glass Co., when he was fifteen years old, starting as an office boy. At the age of eighteen, he was sent out on the road as a salesman. He became general manager in 1914, and secretary in 1917. He was a member of the standardization and tariff committees of the Glass Container Association.

WALTER R. LEACH

Daniel E. Maxfield

Daniel E. Maxfield, sales engineer of Stokes & Smith Co., Philadelphia, died September 1 after an illness of several months. He had been connected with the Stokes & Smith Co.'s packaging and filling division since 1919.

Richard Merz

Richard Merz in charge of the shipping department of Ungerer & Co., New York, died August 28. Mr. Merz had been associated with Ungerer for the past twenty-five years.

Fred E. Weiss

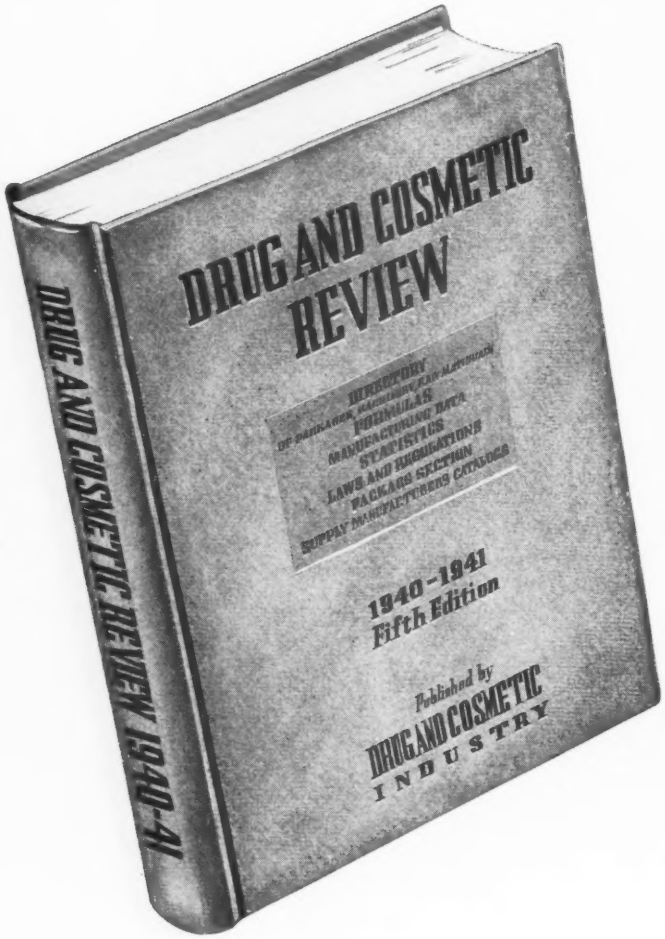
Fred E. Weiss, director and vice-president in charge of manufacture of the Chas. H. Phillips Chemical Co., Glenbrook, Conn., died August 29 at the Stamford Hospital, Stamford, Conn. He was sixty-six years old.

Mr. Weiss was born in Canton, O., and as one of the seven children of Mr. and Mrs. E. Weiss. After his childhood and education in Canton, he spent some years engaged in mining operations during the gold rush in the Klondike. Later, he turned to the drug industry, in which he engaged until the time of his death. He was long associated with Sterling Products, Inc., in an executive capacity, heading the Canadian office. In 1923, he took over the management of the Glenbrook plant of the Chas. H. Phillips Chemical Co., where his expert knowledge of production and manufacturing methods were of great value.

Surviving are his wife, Virgilia Callahan Weiss; one brother, Dr. William E. Weiss, of Wheeling, W. Va., and New York, general manager of Sterling Products, Inc.; two sisters, Mrs. Robert C. Shank and Mrs. Eugene Wallace, both of Canton, Ohio; one nephew, William E. Weiss, Jr., of New York; and a niece, Mrs. Henry Lane Kinnucan, of Grosse Pointe Farms, Detroit, Mich.

The new 1940-41 edition of the DRUG AND COSMETIC REVIEW

A LARGER BOOK, BETTER ARRANGED, WITH VALUABLE NEW DEPARTMENTS



Over 4,500 copies of the last edition were distributed to buyers, chemists, perfumers, plant managers in the United States and to drug and cosmetic manufacturers in over 32 foreign countries.

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INDUSTRY'S BOOKS

Drug And Specialty Formulas, by Emil J. Belanger, 307 pp., Chemical Publishing Co., Brooklyn, Cloth $6.

This is a collection of tested modern practical formulas for medicinal and vitamin specialties, human and veterinary remedies, cosmetics and specialties, food products, beverages, household, commercial and miscellaneous specialties. The formulas have been grouped into convenient chapters and only the best available representative formula for each type of finished product has been included. A useful feature is a digest of of the Federal Food, Drug and Cosmetic Act, and suggestions for the labeling of drugs under this act. Contents: Chapters I—Household Specialties; II—Food Products and Specialties; III—Cosmetics and Toilet Specialties; IV—Medicinal Preparations; V—Ginger Ales, Carbonated Beverages, Extracts, Fruit Oils, etc.; VI—Veterinary Preparations; VII—Miscellaneous Specialties.

Materia Medica and Pharmacology, by Clayton S. Smith, Ph.D., M.D., and Helen L. Wikoff, M.S., Ph.D., 334 pp., Mimeo., College Book Company, Columbis, Cloth, $2.50.

In the preparation of this text the authors have been guided by twenty years experience in teaching a group of nurses as a function of a university department. The introduction contains such general matters as definitions, lists of official preparations, rules for dosage, methods of administration and a few remarks on prescription wri ing. Part I includes such drugs which manifest their principal action before absorption. Part II discusses drugs which manifest their principal action after absorption. Part III contains an arithmetical review together with problems on drugs and solutions.

Beauty and Health, A Course in Loveliness, by J. Howard Crum, M.D., 336 pp., Smith & Durrell, New York, Cloth, $2.

The author of this work, Dr. J. Howard Crum, is a beauty consultant of over thirty years standing. He is the author of numerous books on scientific beauty culture, among which are The Truth About Beauty and The Making of a Beautiful Face. In this book Doctor Crum clearly presents a plan of living whereby you can enrich your life, add to your health and beauty, prolong or regain your youthfulness, and increase your charm and personality.

Medicine And Human Welfare, by Henry E. Sigerist, M.D., D. Litt., 148 pp., Illus., Yale University Press, New Haven, Cloth, $2.50.

Dr. Sigerist is one of the foremost authorities on the history of medicine. In this book he tells not only what medicine has been from antiquity on, but where its greatest present achievements and disadvantages lie, and what its future can be like. Dr. Sigerist is also concerned with the fact that many people who need doctors are without them and that a great deal of distress could be prevented with a proper ordering of medicine and our society. Henry E. Sigerist is William H. Welch, Professor of the History of Medicine in The Johns Hopkins University. His previous books include "Man and Medicine," "The Great Doctors," and "American Medicine."

An Introduction To Medical Science, by William Boyd, M.D., Second Ed., Illus., 358 pp., Lea & Febiger, Phila., Cloth, $3.50.

The first section of this book deals with the general principles of disease, the second, with the diseased organs and the third, with some practical applications. The structure and function of each organ is summarized, but only those facts are mentioned which are essential to the understanding of the changes that occur in the diseased organ and the symptoms which these changes produce. In this new edition there is an additional historical chapter outlining the development of medicine from its early beginnings. The chapter on bacteriology has been rewritten and greatly amplified and illustrations of the common disease producing bacteria are introduced. There are new sections on the clinical and laboratory methods used in the detection of disease, the uses of x-ray and radium, the vitamins, and the new agents of chemotherapy.

Lange's Handbook Of Chemistry, compiled and edited by Norbert Adolph Lange, Ph.D., Fourth Ed., 1,935 pp., Handbook Publishers, Inc., Sandusky, Fab. $6.00.

This is a reference volume for all requiring ready access to chemical and physical data used in laboratory work and manufacturing. Previous editions have well established its usefulness in the field covered. Suffice to say, then, that a number of new tables make their appearance in this Fourth Edition. These are as follows: Synthetic Rubbers; Correction of the Boiling Point for Pressure; Calculation of the Boiling Point of Organic Compounds; Qualitative Spectrographic Analysis; Sensitive Lines of the Elements; Hammond's Cuprous Oxide and Copper Equivalents of Sugars; Conversion of Specific Gravity to Density; Azeotropic Mixtures; Tank and Pipe Capacities; Logarithms of Fractorial n. Factorials; Binomial Coefficients. Much of the material in the previous edition has been completely rewritten and extended. The new tables and extensions of old tables have necessitated the addition of 85 pages. Previous editions of this work have proved valuable to chemists, chemical engineers, physicists, mineralogists, engineers, librarians, patent attorneys, pharmacists, dietitians and manufacturers. The Fourth Edition, with its additional data and the changes in subject matter contained in previous editions to bring this up-to-date, should prove equally valuable.

Organic Reagents In Inorganic Analysis, by Ibert Mellan, Ph.G., M.Sc., F. A. I. C., 682 pp., The Blakiston Co., Phila., Cloth, $9.

This new book is a pioneer in presenting a comprehensive practical and intelligible account of the far reaching and important advances that have been made in the use of organic reagents. Methods employing organic reagents are presented in a genuinely usable way for the industries. Wherever possible, the limitations of the test are given. Interfering substances are listed and instructions are given for the elimination of these interferences. About 225 organic reagents are described, with a discussion of their function as reagents in inorganic analysis. About 580 graphical formulas, showing the structure of the organic reagents, their reactive groupings, and the metal organic complexes formed are given. About 230 qualitative and spot tests and about 240 quantitative tests (colorimetric, gravimetric and volumetric) are included.

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If packages could talk, the quarter of a billion that are wrapped on our machines every day could tell some interesting stories of sales increases achieved through better wrapping.

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PRODUCTION FORUM

By FRANCIS CHILSON
Production Engineer

WAGE INCENTIVES

One of the boys jumped on me because in my discussion on this subject last month I neglected to mention one or two important points. Actually there are a lot of important points which could not have been mentioned in so brief an essay. I must perforce be excused for a few omissions in dealing with a subject about which a thousand volumes have been written. The omission in question is related to sound production management in that any wage system should provide throughout the entire year a fairly uniform weekly wage. One of the glaring faults in many wage incentive systems is that during seasonal or other rushes, workers make substantial wages for short periods of time. During off periods they make only base wages or are laid off at more or less frequent intervals. This condition is of course wrong and I think it should be corrected by every possible means.

However, in spite of omissions and inadequate treatment, I am pleased to know that one of my notions on the subject has been anticipated and for some years in fact, has been in service in the trade. After the appearance of the original opus on wage incentives, I received the following letter from Bob Hompe, Plant Manager of Smith, Kline and French Laboratories. I have known Bob's work for a good many years and I regard him as one of the most able plant managers in the industry. Here is his letter:

"I was interested in your article headed "Wage Incentives." You ended by extolling the virtues of a departmental bonus based on output.

"For some years, our Packaging Department has been operating under such a bonus and it has proven very satisfactory. Each job is rated (some, by the way, according to methods recommended in your article, and others by actual time study). At the end of the month the total actual direct labor hours expended in the department and the total standard hours according to ratings of the jobs run during the month are obtained, and the bonus is calculated from these two figures. The calculation is done by one of the office girls in a very short time.

"This method, of course, does not reward each worker according to the effort expended. However, when working with an individual piece work or bonus system, there has always been a question in my mind whether the result was worth the cost of operation of such a system.

"Where automatic or semi-automatic production lines are used, one machine in the line even if it is only a hand fed labeler, sets the pace for the rest of the line, and if the operations are properly timed, the output of the line must be regulated by the output of the machine.

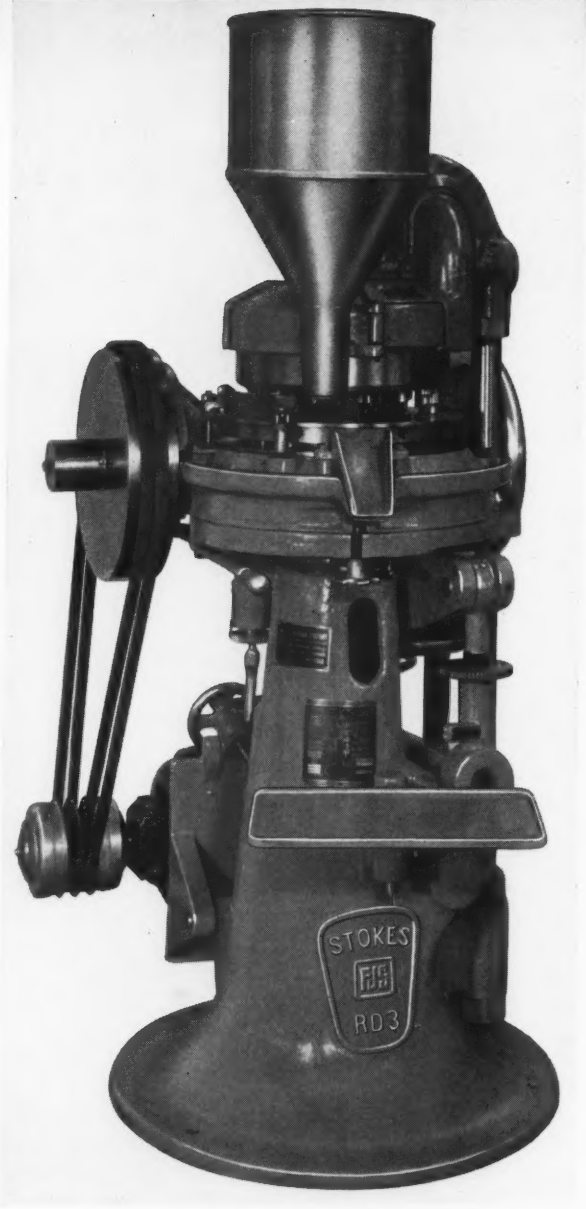
"With the exercise of reasonable intelligence in selecting help and placing girls on the various operations, and supervision which recognizes the fact that neither machines, piece work systems nor anything else can take the place of a little thought and effort in planning the work and seeing that it is properly done, a system such as we use can be operated to bring up the output of the slower workers and not penalize the top notch workers.

"As previously stated, our system has been in operation for a number of years, and we still think that for our purpose it is the best of any we have seen."

VERTICAL FILTER

The Charles S. Jacobowitz Co., Buffalo, N. Y., have developed a liquid filtration system which has many interesting possibilities for large scale filtration. The unit consists of two vertical tanks, one being the filter proper, the other a filter aid tank. No papers or cloths

D-3 The Double-Duty Tablet Machine



for

PRECOMPRESSING and COMPRESSING

In preparing granulations for making tablets, precompressing or "slugging" is often the best and most economical method . . . in many cases it is the only satisfactory method. It eliminates wet mixing and drying operations, simplifies the problem of combining incompatible materials, is successfully used in handling heat-sensitive, moisture-sensitive and other troublesome formulas.

To prepare granulations by this method materials are first precompressed into oversize tablets or "slugs." These are then reduced in a Stokes Oscillating Granulator to uniform granule size suitable for compressing into finished tablets.

The Stokes D-3 machine was developed especially for feeding fine powders, is heavy and rugged, is equipped with our patented Excess Pressure Release that prevents possible damage to the machine in precompressing or compressing operations. It also has an improved variable speed drive that makes quickly available the most efficient operating speed for any specific material.

D-3 is a double-duty machine, ideal for precompressing powdered formulas and well suited for making, from granulation, finished tablets or lozenges from ⅜" to 1" dia. Let us tell you more about it.

For further information on precompressing methods, equipment for either large or small scale production, recommendations or any other help in preparing granulations or making finished tablets, consult with our engineers and make use of our laboratory facilities.

F. J. STOKES MACHINE CO.
5932 Tabor Road Olney P.O. Philadelphia, Pa.
Representatives in New York, Chicago, Cincinnati, St. Louis, Cleveland, Detroit
Pacific Coast Representative • L. H. Butcher Company, Inc.

F.J.Stokes TABLET MACHINES PHARMACEUTICAL EQUIPMENT FJS Est. 1895

are used in this system. Filtration is achieved through filter aid deposited on vertical box-shaped metal screens mounted upon a manifold inside a cylindrical housing. The filtrate and filter aid enter the filter through a connection in the side of the housing near the bottom. As the filter aid builds up on the screens, the filtrate is returned to the filter aid tank through a Y connection until the filtrate runs clear. Then the other leg of the Y connection is opened after the opposite leg has been closed and the clear filtrate is delivered to a pump for the transference to storage tanks.

It is claimed that because of simplicity of construction and the elimination of cloths over the filter leaves this filter can be thoroughly cleaned in ten minutes. It also can be sterilized when necessary. It is not necessary to remove the leaves from the filter tank during the cleaning cycle but the design of the filter is such that the removal of these leaves is a very simple operation. This filter has been used for filtering wine, lactic acid, and a variety of other chemicals. As surprising as it may seem, the amount of filter aid required is not excessive. It ranges from about ¼ to 2 lbs. per hundred gallons of filtrate. Flow rates range from 15 to 30 gallons per hour per square foot of filter area and the unit is built in sizes ranging from 60 to 275 square feet of filter area. This firm maintains a testing laboratory for your samples.

AIR POWERED MIXER

Eastern Eng. Co., 45 Fox St., New Haven, Conn. announces the addition of another new model to its line of mixing equipment. The A-2 is explosion proof and can be operated without danger in the presence of serious fire hazards. Its special high torque slow speed air motor makes it ideal for heavy mixing and slow powerful fluid handling. It has variable speed and can thus be used in applications where otherwise two or more mixers of various sizes would be required.

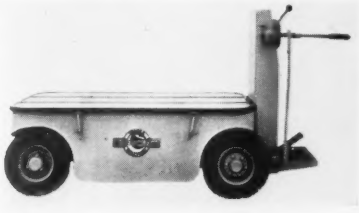
The air motor is rated at 1½ h. p. with a maximum speed of 400 R. P. M. on 40 pounds pressure. The motor is equipped with exhaust silencer, and it has an

adjustable clamp for attachment to the edge of the container. The stainless steel shaft which is coupled to the motor through a nickel plated tube type coupling has a 12″ diameter nickel plated bronze propeller. The agitator assembly can be furnished with dual propellers or with monel metal or stainless steel construction at a small increase in price.

This mixer was designed as a portable batch mixer with characteristics suitable for maximum efficiency in the handling of heavy materials. It is claimed that the machine is ideal for the slow speed mixing of liquids containing particles, such as crystals, diced fruit or foods, that cannot be distorted by the propeller blade. It can be used only where compressed air is available.

QUIET TRUCK

"K-39," one of the newest models of the Crescent Truck Company, Lebanon, Pa., features exceptionally quiet electric motor operation, combined with demountable pneumatic tires. "K-39" was developed by Crescent to meet the needs of hospitals, department stores, and other organizations with inter-departmental transportation problems over floors not generally suitable for



truck and tractor usage. This feature, combined with Crescent's especially adapted motor for this model, makes "K-39" practically noiseless in operation. "K-39" is suitable for general utility work, and has a capacity of half-a-ton. The truck shown is one of 75 electric truck and tractor models made by the Crescent Truck Company; they have specialized in their manufacture for more than 25 years.

NEW CONSTRUCTION

It is interesting to note the developments taking place in new construction. There is a definite trend toward smaller town locations. Some plants are even being located to hell and gone out into the farming districts. Such locations provide the advantages of good light, air, room for expansion, low taxes, and low ground costs. Moreover, single story type structures are being vindicated because it is so much cheaper to carry heavy loads on solid ground than it is to build multi-story structures. Normally, any building in excess of three stories becomes much more expensive to build than a one-story structure. Hence, buildings from four stories up may be considered multi-story structures. However, even a two-story structure can be much more expensive than a multi-story one if the upper story is required to carry excessively heavy loads.

A few firms have secured a lot of publicity by building windowless plants using the air raid scare for one justification. Windowless plants are very much more expensive to construct and operate than any other

filled on the S&S UNIVERSAL FILLER

4 machines in a single unit!

1. *A gross weight scale with auger feed.*
2. *A volumetric filler, measuring material by the volume of the package.*
3. *A volumetric filler, measuring material by the turns of the auger (a very precise method for small quantities).*
4. *A packing machine to compress the material into packages.*

This S&S Filler is really versatile; fills almost any kind of container with almost any kind of material! And, change-over . . . even from paste to free-flowing powder . . . takes only a few minutes!

S & S UNIVERSAL FILLER

MATERIAL:
Powders, granular products, pastes.

CAPACITY:
½ oz. to 5 lbs.—any container.

PRODUCTION:
15 to 30 per minute.

OPERATORS:
One—filling by gross weight, volumetric measurement or packing.

May we arrange a demonstration for you?

STOKES & SMITH Co
PACKAGING MACHINERY — PAPER BOX MACHINERY
4912 Summerdale Ave., Philadelphia, U. S. A.

at MIONE MFG. CO., Collingdale, Pa.

type because of the excessive amount of expensive lighting, maintenance, and air conditioning apparatus which must be employed. I spent a lot of time visiting one of the original ones and I personally think they are horrible in every respect. With few exceptions, however, there seems to be a decided trend toward securing natural ventilation by every means possible and monitors and skylights of every type are being used to a great extent. Most of the new plants are installing fluorescent lighting, which is of course all to the good, and in a number of new plants I have seen recently a great deal more attention being given to the collection of dust, fumes, and odors. A lot more attention also is being given to tile walls. To complete the sketch, it may also be said that under the stress of defense conditions, some horrible abortions are being built.

LUBRICATING GRANULATION

On numerous occasions in the past I have discussed the subject of lubricating granulations and transporting the finished product to the compressing rooms. By all odds the most effective way of distributing granulation is to use a drum tumbler. Before elaborating this subject more than I have in the past, I would like to review the operation a bit to bring it up to date. The reason I like the drums is that they can be used as receptacles for the dried granulation after it is removed from the trays. The drum can be placed under a sifter or a granulator to receive the granulation directly. Then the requisite amount of lubricating materials can be weighed in and the drum sealed and rotated. One type of drum tumbler receives the drum in an upright position by means of a tilting frame and, after rotation, the drum can be returned to a vertical position again, a feature which is very desirable in handling heavy drums of granulation.

However, the drum method using a fifty gallon drum is, of course, limited to large lots. Therefore, I thought it would be desirable to call your attention to the portable pail rockers made by the Vol-U-Meter Co., Buffalo, N. Y., and I also wish to describe other devices which make it possible to handle a great many small lots of granulation at the same time.

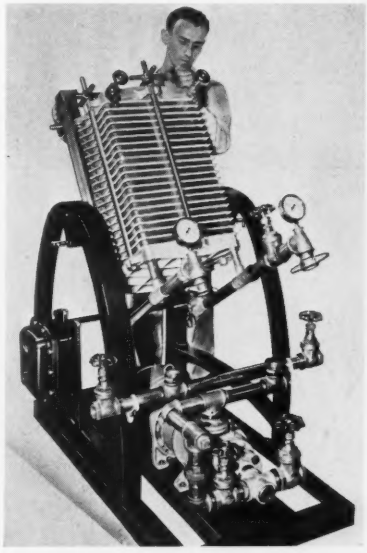
In the Vol-U-Meter equipment one type of motor driven rocker is furnished with two cradles to hold five gallon pails. After the pails are clamped in place, they can be rotated end for end which, incidentally, is a very thorough way of mixing any dry material. The same firm makes a drum roller designed to hold four small drums. They also make a unit intended to rotate a variety of drums of various diameters. This consists of a pair of long driven rollers mounted on a framework about 30″ above the floor. Thus it can be used for virtually any size container that can easily be handled. It might be mentioned in passing that drum rollers and rockers can be used for many liquid handling operations. For instance, in one application dealing with a lacquer containing a heavy precipitate which had a tendency to settle solidly to the bottom of the drum, I used a large double rocker unit so that the drums could slowly be rotated end for end. It worked perfectly.

NEW FILTER

The Seitz Flexmaster (patents pending) is an entirely new type of filter, according to the American Seitz Filter Corporation, of Paterson, N. J. It combines sheet and alluvial filtration, combines any kind of media, in the only filter that turns from horizontal to vertical operating position.

Chief advantage of this new arrangement is prevention of collapse of the filtering layers, however short the run, since these layers top each other during operation, so that they are held intact both by gravity and the pressure of the unfiltered liquid.

Another exclusive feature is that the filter can be drained dry by a quick shot of compressed air to completely recover the residue—and this is accomplished, even though every inch of filtering surface is used during the entire run.



Important also is the advantage of direct dual filtration when it is required. The unfiltered liquid flows directly through two joined filtering media, such as diatomaceous earth deposited on a filter sheet. Rough and polish filtration are thus combined, with an unlimited choice of media.

The Seitz Flexmaster is balanced on an axis in a sturdy stand, swings easily, and locks in either horizontal or vertical position. Loading of the filter is started in horizontal—plates are slid apart—sheet, filter paper, cloth, etc., are slipped and aligned over two sleeves that connect the discharge channels of the plates—and the entire unit is solidly fastened.

The filter is then swiveled into vertical. Feed and discharge lines are connected tightly with two special unions. Setting now begins by using a pump and mixing tank and recirculating the filter aid, such as diatomaceous earth, asbestos, etc., until the precoat is deposited

PILLS THAT USED TO TAKE 6 DAYS TO DRY....

NOW DRY IN *4 hours*

an example of results being secured with

ROSS *Modern Production* DRYING

Battery of Ross Dryers equipped with automatic control of temperature and humidity used for drying various drugs and pills. The type of trucks and trays used can be seen.

AIR FOR YOUR PROCESS 0° TO 1000°

Ross Systems embrace heating, high temperature baking, medium and low temperature drying, humidifying, dehumidifying, refrigeration, chilling. Write for copy of our 20 page Bulletin No. 210 "Industrial Air Conditioning." No obligation.

Cutting down drying time from a whole week to a single forenoon obviously achieves a tremendous saving in costs of all kinds. Such savings quickly offset the expense of installing the proper equipment.

In the case of a drug manufacturer, Ross engineers designed new batch dryers equipped to not merely circulate hot air but to accurately regulate vapor pressure as well. Results were immediate.

Whatever your product or process, a Ross System for automatic control of both temperature and humidity can be designed to provide a more rapid and constant treatment of product or material along with uniform conditions that maintain unvarying quality.

J. O. ROSS ENGINEERING CORPORATION

Main Office — 350 MADISON AVE., New York, N. Y.

CHICAGO—201 North Wells Street DETROIT—12953 Greeley Avenue

ROSS ENGINEERING OF CANADA, LIMITED, Dominion Square Building, Montreal

on the back-up sheet, paper, cloth or screen. The run begins with the manipulation of the valves.

This filter has two head plates, one movable, the other fixed. Each is a filtering surface. In between come the double-acting plates. When in horizontal, the top of the plate acts as a discharge chamber, and the bottom acts as a feed chamber with the media between. They are screened on one side.

Two feed channels and two discharge channels run inside of the plates. The filtering material has four holes to correspond with these channels. No washers are necessary. The sleeves, connecting the discharge channels, serve as supporting rods for the sheets and prevent washing away of filtering fibers around the channel edges. Because plate-surfaces are so accurately machined and ample sealing pressure can be applied, no dripping should occur even when filter paper is used.

Whenever leakage happens, due to insufficient clamping, it can be instantly discovered and the plates tightened immediately. This is an advantage over a tank-enclosed filter which must be opened for inspection, with the danger of contamination.

Cleaning is quick and easy, as compared with an enclosed filter. This unit is tilted back to horizontal, the plates parted, and the spent layers are stripped into the drip pan which is supplied with the filter. No time is wasted in lifting each plate out separately, cleaning, and later re-assembling.

The plates are 16″ and 24″ square. Maximum number is 20. Standard plates hold ½″ thick filter layers, but special plates can be had for 1″, 1½″ and 2″ filter layers. Flowrates depend of course on varying factors. Further information may be had by writing to American Seitz Filters at Paterson, N. J.

STOKES "STRIPPER"

An improved type of "stripper" or Solvent Vaporizer (patent pending) operating on the steam distillation principle and designed for use with the Stokes Rotary High Vacuum Pump, has been developed by the F. J. Stokes Machine Co., Philadelphia. This patented device is a compact unit, mounted alongside the vacuum pump, through which the pump sealing oil is passed before it is returned to the oil reservoir.

It is stated that the Vaporizer will continuously remove low-boiling-point solvents and other volatiles, such as are encountered in distilling essential oils, which may have dissolved in the pump oil. Thus it is possible for the pump in solvent applications to effectively maintain the high vacuum, within a few millimeters of absolute, which is necessary for more efficient processing.

It is stated also that the solvents removed by the Vaporizer can be recovered if desired, that dilution of oil by the solvents and resulting loss of vacuum are prevented and that pump shut-downs for oil changes are practically eliminated.

It is pointed out that this Vaporizer is an auxiliary device, recommended to meet special conditions. It is not a substitute for the oil-clarifier, supplied with

Stokes Pumps, for continuously removing condensed moisture and foreign matter from the pump oil; but may be used to great advantage in conjunction with the oil-clarifier in vacuum processing operations where oil dilution by low-boiling solvents is troublesome.

MAGNETIC SEPARATOR

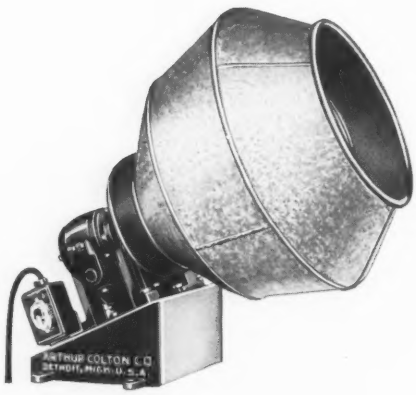
S. G. Franz Co., 159 Grand St., New York, have introduced a companion unit to their ferro-filter which was intended to remove magnetic particles from liquids. This unit, known as No. 68, is intended for the use of free flowing granular materials. It consists of a feed hopper and a magnet coil fitted with sloping veins which serve to retard and divide the flow, thus forcing the material to follow a zigzag path to the outlet. The unit is cleaned at intervals by deenergizing the magnet.

TIMING AND FATIGUE

According to an article appearing in the *Scientific American* which quotes Professor F. C. Bartlett, noted British psychologist, when a worker at a highly skilled task gets tired, the first thing that goes wrong is his timing. The worker is apt to do the correct task but he will perform it at the wrong time. Fatigue causes him to be unaware of hiserrors; in fact, he is likely to think that he is doing better work because he loses his perspective and his judgment. His mind does not recognize that he is making the errors, or, if it does, it considers that people or conditions are responsible for them.

NEW COLTON BENCH TYPE COATING STAND

(MOTOR DRIVEN)



SPECIFICATIONS

¼ H.P., 1750 R.P.M., 110 V.—1 Phase Master Right Angle Geared Head Motor

Revolutions of Pan	36 per minute
Bench Space	24″ x 14″ x 26″
Approx. Net Weight	100 lbs.
Approx. Gross Weight, Boxed for Export	175 lbs.

THIS newly designed Bench Stand (Motor Driven) is far superior to the old Belt Drive from countershaft. The maximum diameter of Pan (either Copper or Galvanized Iron) recommended is 20″ diameter and pans are interchangeable on Stand.

This Motor Driven Stand lends itself particularly for small batches and especially as a teaching adjunct for Universities and Colleges.

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Sifts at Amazing Speed

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This bulletin is based on results obtained in sifting powders—any kind, any mesh, right in the production line of such companies as Bayer, Bristol-Myers, Eli Lilly, Merck, Parke-Davis, Pepsodent, Jergens, Bourjois, Colgate, Lady Esther, Yardley, etc. And what results! Time savings of 25% to 75%. Greater percentage of "fines." Less power, space, labor.

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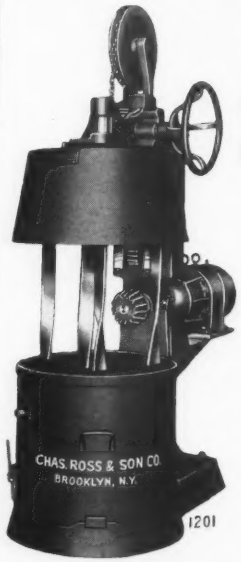

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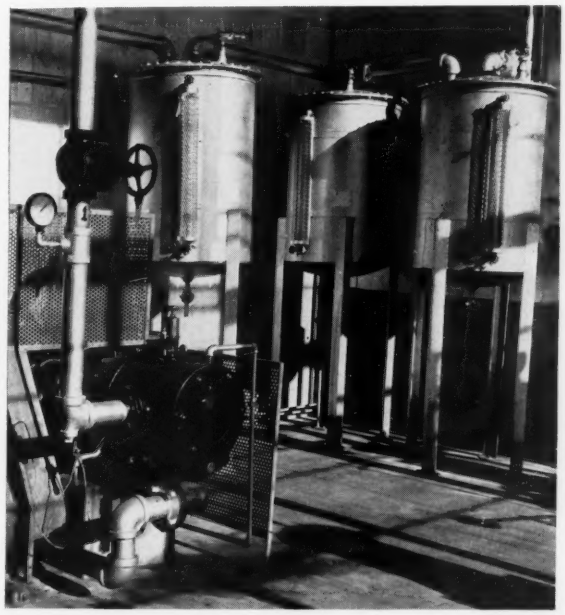
The three steel tanks shown in the photo were built by L. O. Koven & Bro., Inc., Jersey City, N. J. for a well-known manufacturer of fine chemicals, to provide for complete absorption of removable contents from vapors arising in a number of processing operations.

The set-up, as illustrated, includes the hooking up in series of the three tanks with a vacuum pump (shown at left) which draws the vapors in turn through the tanks.



Each tank is fitted with a serrated bubbling cone and contains a scrubbing solution. The vapor entering below the surface of the scrubbing solution gives up its removable content and bubbles up past the cone travelling over into the next tank and the next, on its way to the vacuum pump, with the undesirable or recoverable part of the vapor mixture completely absorbed by the time the vapor reaches the outlet of the final tank.

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I have just received from Taurus the Bull, George Lectrodryer Simpson to you, a beautifully illustrated booklet showing the surprising variety of work being done in defense industries by the Pittsburgh Lectrodryer Corp. Although I have known George for a long time, I had no idea that the Lectrodryer had such wide industrial applications. Since George is the vice-president of this outfit, he really is an important cog in the defense mechanism, and at last has found his niche. He should be good at it.

SEND FOR A COPY

H. K. Porter Co., Pittsburgh, Penn., has issued a new well illustrated catalog of all kinds of mixers, pebble mills, pressure vessels, portable agitators, and other kinds of process equipment.

W. B. Connor Eng. Co., 114 E. 32 St., N. Y., has issued a catalog giving illustration, dimensions, capacities, and construction details of a variety of odor adsorbers. This equipment is particularly useful in air conditioning systems and also in laboratories where noxious odors are created.

Cochrane Corp., Philadelphia, has issued an elaborately illustrated hand book, "Flow Meters by Cochrane," illustrating all manner of flow meters and details of installation to processes requiring the measurement of steam, water, air, gas, volatile solvents, viscous and corrosive fluids.

The Patterson-Kelly Co., East Stroudsburg, Penn., have issued a bulletin on kettles, dryers, evaporators, tanks, condensers, and other related process equipment.

Syntron Co., Homer City, Penn., have issued a large catalog on the application of vibratory equipment to all manner of material handling problems. The catalog also contains illustrative details on the various types of feeders and feeder conveyors.

Oliver Machinery Co., 50 Church st., N. Y., have issued a series of file photographs on the Oliver wrapping machine with cardboard folding and feeding attachment and label coder. Oliver wrapping machines find their principal use in the bakery industry but they have certain special applications in ours.

Abbe Eng. Co., 50 Church St., N. Y., has issued a new series of bulletins on Abbe Blutergess turbines of various sizes and also on Abbe Lenart change can mixers.

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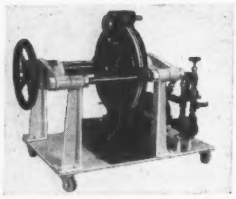

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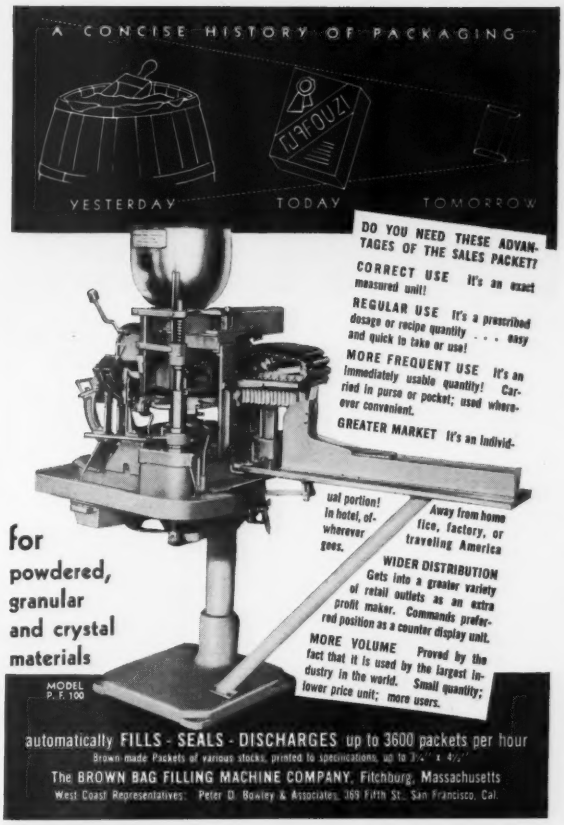
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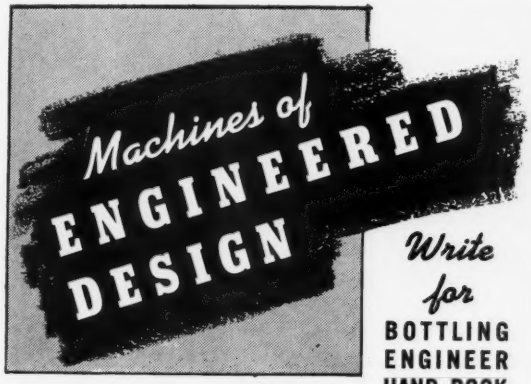

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METHYLCELLULOSE IN SHAVING SOAPS

The addition of various materials (*e.g.*, gum tragacanth) to shaving soaps has been proposed from time to time with the object of increasing the lather and rendering it more stable. One of the most recent of these is methyl cellulose. The material gives a thick viscous solution with water, which has a useful cleansing effect on the skin, and when added to a soap it is claimed to produce a creamier and more stable lather, as well as giving the soap a milder action on the skin. *Perfumer. Essent. Oil Record.*

HAND PROTECTIVE CREAM

P. B. Mumford has divided "possible" protectives into fats and oils, jellies, emulsions and soap bases and suggests that the ideal protective agent must be of a certain chemical and physical nature and possess characteristics not fulfilled by any known products available today. In brief, it must (*a*) be easily spread; (*b*) remain stable in the presence of most other chemical agents; (*c*) provide an oil film of low surface tension; (*d*) be not hygroscopic (be dehydrating); (*e*) be non-transferable; (*f*) be without capacity to "cut"—that is, break up and allow penetration of chemicals through itself; (*g*) be able to prevent heat insulating effects by providing low surface tension and a capacity to mix with water; (*h*) if possible, be to some slight extent absorbed into the skin, and must certainly fill the hair follicles with inert but easily removed substance; (*i*) should be easy to remove without the use of scrubbing-brushes or a detergent other than good soap.

The Leicester dermatologist, Silcock, commenting on Mumford's observations, has presented the following formula for a skin protective which has had the benefits of three years' trial, and which has proved satisfactory, reasonably cheap, requires no special equipment to prepare and is quite elegant cosmetically:

Stearic acid	2	oz.
White beeswax	1	oz.
Petrolatum	2½	oz.
Mineral oil	1½	oz.
Melt and emulsify with heated triethanolamine	4	dr.
Boiling water, to make	24	oz.
Then incorporate magnesium stearate	2	oz.

A little of this cream is rubbed into the skin, and even if fabrics or paper are handled, no grease-marks are left. The magnesium stearate serves a double purpose: to give body to the cream and also to act as a mechanical barrier to chemical irritants. Although the cream is slightly alkaline, Silcock states that this is no disadvantage. Unfortunately, degreasing substances will remove the protective coating, rendering it ineffective for use in connection with solvents. This authority is of the opinion that a skin protective is well worthy of trial in many cases of occupational dermatitis, and suggests that more attention should be paid by doctors to the chemistry of emulsifying agents and solvents to improve medicating agents.

A film of plain grease is esthetically and for most practical purposes undesirable; likewise a nice-looking jell is useless, because it is water-soluble, non-adhesive and altogether too impermanent. A carefully formulated, non-greasy but reasonably waterproof emulsion is the sort of thing to be aimed at, and one that can be further improved by the addition of powdered fillers with high covering power. Zinc oxide and titanium dioxide should be useful, as well as the magnesium stearate incorporated in Silcock's formula. Cetyl alcohol, lanolin absorption base, bismuth subnitrate, butyl stearate, glyceryl monostearate—all materials such as these are indicated for experiment. *J. M. Vallance, Manuf. Perf.*

OIL ANTIOXIDANTS

The first step in preserving cosmetics, etc., against atmospheric oxidation is to use, as far as possible, fresh fats which have not been exposed to light or to high temperature for long periods, especially in the presence of air. The majority of fresh vegetable fats exhibit an induction period, i.e., a period in which the uptake of oxygen is extremely slow. This is probably due to the presence of natural anti-oxygens. Destruction of these natural inhibitors occurs very readily during refining—alkali, bleaching agents, air, and high temperature being particularly destructive—leading to a marked reduction in the keeping properties of the fat. Hence the desirability of using fresh fats which have received a minimum of treatment. It must also be borne in mind that the addition of antioxidants to a fat which has developed a certain amount of peroxides is not so effective as adding them to a fresh fat. Secondly, the amount of visible and ultra-violet light reaching the fat should be reduced to a minimum. This is usually adequately done in the

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case of most cosmetics, since they are packed in opaque or semi-opaque containers. When the product is packed in clear glass bottles it may be an advantage to wrap these in colored cellulose foil, which may be yellow, brown, or red in color. Yellow films are probably the best, since they transmit the highest proportion of non-active light.

Finally, antioxidants may be added to fats to protect them from atmospheric oxidation. Mention has previously been made of the natural anti-oxygens, and these are present in greater amount in the seeds themselves. Thus, there have been many suggestions for incorporating seed meals in fats. The most popular of these is oat flour, which is particularly suitable for edible fats. Others which are effective are corn, soya bean, and barley flours; crushed arachis and sesame seed; presscake of linseed, soya bean, and castor bean. These are often effective in increasing the induction period by ten times, but fairly large quantities are necessary, i.e., about 5 per cent. Another seed which is said to be extremely effective is cocoa bean or its shell. It has also been proposed to add concentrates of anti-oxygenic material obtained from various natural products, e.g., the concentrate from lettuce leaves, vitamins C and E. Recently, material rich in natural anti-oxygens has been obtained from fats by steam distillation or high vacuum, short path distillation. These latter materials have not yet come into commercial use. One point in connection with natural anti-oxygens is worth mentioning, that is, the great increase in activity which occurs when they are used in conjunction with an acid type of inhibitor, e.g., the induction period of lard was increased from 7 to 30 hours by 0.02 per cent. wheat germ concentrate, but if 0.1 per cent. malonic acid was also added the induction period was increased to 89 hours.

In addition to these, there is a large number of organic and inorganic substances which are able to retard the development of rancidity in fats. By far the largest class of such compounds are the phenols. Monohydric phenols show little activity, but the dihydric and trihydric phenols—hydroquinone, catechol, and pyrogallol—are powerful anti-oxygens. Quite a number of other phenolic compounds have been suggested for use in fats, e.g., esters of *p.*-hydroxybenzoic acid, *p.*-hydroxydiphenyl. More recently, alkoxy phenols and their derivatives have been proposed, such as methyl syringate, coniferyl alcohol, methyl vanillate, which are related to the resinotannol esters present in balsam of Tolu or Gum Benzoin. It may be mentioned here that Gum Guaiac is one of the most effective of these natural resins and retains its activity in the presence of water.

Amines are also very largely used in preserving fats, and especially rubber. Among the substances suggested for use in fats are: acetaldehyde-ethylene diamine, phenyl-α-naphthylamine. Recently, more complicated compounds have been found to be very effective, e.g., sugar-amines are useful in edible fats; esters such as diethylamino-propyl-*p.*-hydroxybenzoate are also of interest. The amino-acid tyrosine is said to be effective, this—together with glutamic and aspartic acids—being useful in soaps and probably functioning by combining with traces of metals.

There are a few more compounds, such as sodium sulfite, sodium thiosulfate, and hexamine, which are more effective in soaps than the polyphenols and amines. Many of these substances, particularly the polyphenols and water-soluble amines, lose their activity in the presence of water.

Lea has carried out some work on antioxidants for fats in contact with an aqueous phase, however, and found that many water-soluble substances show considerable activity.

Aliphatic polyhydroxy compounds such as glycerol and mannitol, phosphoric esters of such compounds and also their phosphated fatty acid esters are all anti-oxygenic. Many aliphatic hydroxyacids such as lactic, glycollic, citric, and tartaric acids and amino acids, such as aspartic and glutamic acids, are powerful anti-oxygens in the presence of water. These latter compounds will probably be of most interest to cosmetic manufacturers, because so many of their products contain an aqueous phase. They are limited, however, by the fact that many of them become inactive at pH values higher than seven.

There is evidence that some antioxidants are effective in animal fats, but not in vegetable fats, and *vice versa*. There is also the possibility that the effectiveness of an antioxidant may vary from oil to oil in either class. Finally, it should be mentioned that the reduction of the iodine value of a fat by a few units often gives a surprisingly large increase in resistance to atmospheric oxidation. *H. K. Dean, S. P. C.*

HAIR DYES

(Concluded from last month)

Two of the examples cited in this patent (B. P. 524,293) are as follows:

1. 120 grams of para-toluylene diamine sulphate are mixed with 65 grams of ammonia (25 per cent.) and 40 grams of fuller's earth, and made up into a paste with 50 grams of water. This paste is milled with 760 grams of toilet soap chips having a fatty acid content of 75-80 per cent. and the homogeneously milled product is plodded and cut to shape. The product applied, e.g., by rubbing, to hair which has been moistened with a 2 per cent. hydrogen peroxide solution gives a brownish-black color.

2. 80 grams of meta-toluylene diamine are mixed to a paste with 50 grams of ammonia (25 per cent.) and milled with 870 grams of toilet soap chips with a fatty acid content of approximately 80 per cent. The homogeneously milled product is plodded and cut to shape. The product applied, e.g., by rubbing, to hair which has been moistened with a 2 per cent. hydrogen peroxide solution produces a blonde color.

The following German patent (I. Fehrmann, G.P. 541, 404) refers to the addition of hematoxylin: "Hair dye consists of mixture of hematoxylin with diamines, with exception of para-phenylene diamine. Mixture may consist of 0.5 part of hematoxylin and 0.3 part of orthoaminophenol. Striking blonde shade is obtained thereby. Mixture which contains 0.5 part of hematoxylin and 0.3 part of para-aminodiphenylamine, gives deep black shade which does not turn greenish black. Mixture consisting of 0.5 part of hematoxylin and 0.5 part of para-aminophenol gives fine chestnut brown shade, while mixture of 0.5 part of hematoxylin and 0.5 part of metaphenylenediamine gives beautiful platinum blonde shade."

Another patented preparation for dyeing living hair is characterized by the presence of nitro-, amino-, or oxy-substituted aryl glycines and an oxidizing agent. E. g. 4-aminophenylglycine is dissolved in water with the aid of a little ammonia, and the solution mixed with 3 per cent. strength hydrogen peroxide. Following application by a brush, a brown to dark-brown color is said to be produced in from one to two hours. *G. H. Allen, S P C.*

Perfumers Shelf

HYACINTH

The odor of the cultivated hyacinth (garden hyacinth), most of which is a species of *Hyacinthus orientalis* L. is well worth, whereas the scent of wild hyacinth, *Scilla non-scripta* L., is less familiar. The latter has a very pleasant but delicate odor, while the odor of the cultivated variety is similar but appreciably heavier in character. Extracts are made from both the cultivated and the wild variety, extraction being carried out with the usual volatile solvents. Most of these extracts are characterized by a very definite "green" note.

Analysis of hyacinth extracts, indicated the presence of phenylethyl alcohol, eugenol, methyl eugenol, benzoic acid, benzyl acetate (?), benzyl benzoate, benzyl alcohol, cinnamic alcohol, cinnamyl acetate (?), benzaldehyde, cinnamic aldehyde, methyl-o-methyloxy benzoate, dimethyl anthranilate, dimethyl hydroquinone, n-heptanol (?), and oenanthol (?).

The increasing usefulness and importance of the odor of hyacinth in the preparation of modern perfumes has naturally greatly encouraged research work toward the synthetic reproduction of the natural odor, which efforts have met with considerable success. The principal odoriferous constituent of synthetic hyacinth is phenylacetaldehyde, which curiously enough is not contained in the natural oil. In this aldehyde the aldehyde group is not sufficiently removed from the benzol nucleus to give this compound the typical odor of fatty aldehydes. In this connection it should be noted that the odor of phenylacetaldehyde is noticeably different from phenyl propionic aldehyde, and that on the other hand its odor also differs from benzaldehyde. Some authorities see in the odor of phenylacetaldehyde the transition of a bitter almond note toward the notes typical of higher fatty aldehydes. Among other aromatics with which phenylacetaldehyde combines well are terpineol, phenylethyl alcohol, linalol, benzyl acetate, hydroxy-citronellal and, among the essential oils, oil bergamot. Additions of ionone, benzaldehyde, oil ylang ylang, etc., can also be recommended.

Phenylacetaldehyde is, however, definitely unsuited as a base for hyacinth perfumes for use in soap manufacture, as the aldehyde is rather unstable and in such instances it is usually replaced by bromstyrol. In the composition of perfumes for cosmetic preparations, phenylacetaldehyde should also be avoided, as it, like the other aldehydes, is apt to irritate the skin.

A definite hyacinth-like note is a characteristic of cinnamic alcohol which, however, does not show the heavy leafy note of phenylacetaldehyde, but rather a softer note reminiscent of almond. Up to some 30% and more of cinnamic alcohol may be used in a hyacinth perfume in the absence of phenylacetaldehyde.

Phenylacetaldehyde dimethyl acetal is also of importance in the synthesis of hyacinth, being especially favored because of its non-irritating qualities, and is characterized by a noticeable green, leafy odor. It is the most important of the acetals which are being increasingly used in modern perfumery. Petigrain oil or, preferably, a good quality synthetic neroli will provide a needed lift to compositions of hyacinth character. *Manuf. Perf.*

PIMENTO OIL

This is also known as allspice oil and is distilled from the fruit of Pimenta officinalis Linn. The plant is indigenous to the West Indies, being found near the coast on the islands of Cuba, Haiti, Trinidad, Domingo, Antigua, The Leeward and Windward Islands, and in Jamaica. It also occurs in Mexico, Costa Rica and Venezuela. The fruit yields from 3 to 4½ per cent. of oil on distillation, of a dark reddish color and of the same aromatic odor as the fruit.

The oil contains eugenol with small quantities of cineol, l-phellandrene, caryophyllene, eugenol methyl ether, and palmitic acid. The eugenol is responsible for the clove-like odor of the oil and the other bodies modify the characteristics. A certain amount of resin is usually present. The oil is soluble in 2 volumes of 70 per cent. alcohol with only slight turbidity. The leaves yield an oil of similar composition.

LEMON OIL

Lemon oil contains a considerable number of constituents of which the principal is the aldehyde citral, which is present to the extent of 4 to 5½ per cent., rarely up to 6 per cent. Pinene appears to be present in traces, as well as camphene, phellandrene and terpinene. The bulk of the oil, however, consists of d-limonene which is present to the extent of about 90 per cent. Methylheptenone, octyl aldehyde, nonyl aldehyde, citronellal, terpineol, linayl acetate, geranyl acetate, bisabolene, cadinene, and methyl anthranilate have all been found present in traces. Citraptene or "lemon camphor" is present to the extent of about 2 per cent. in the

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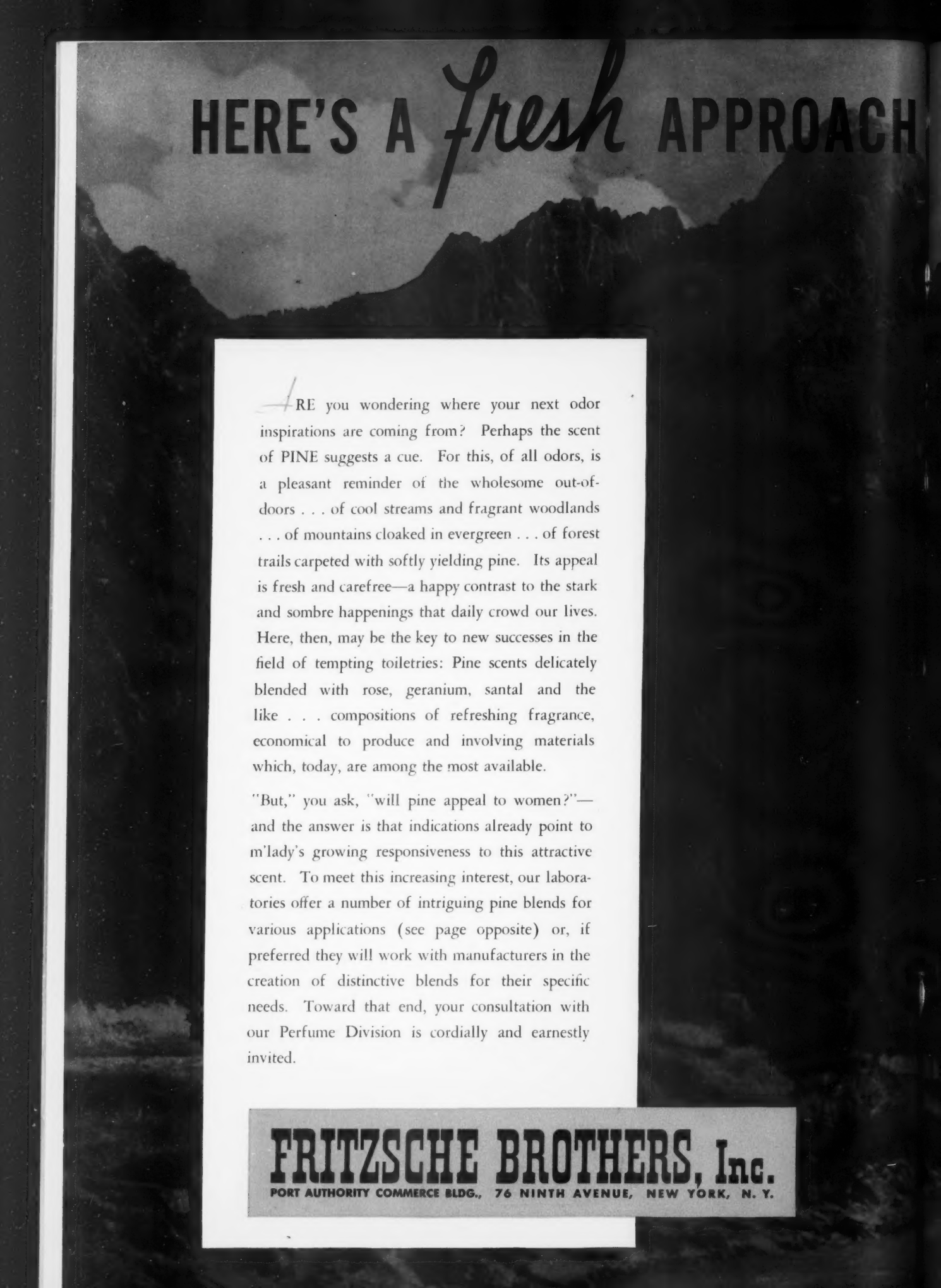

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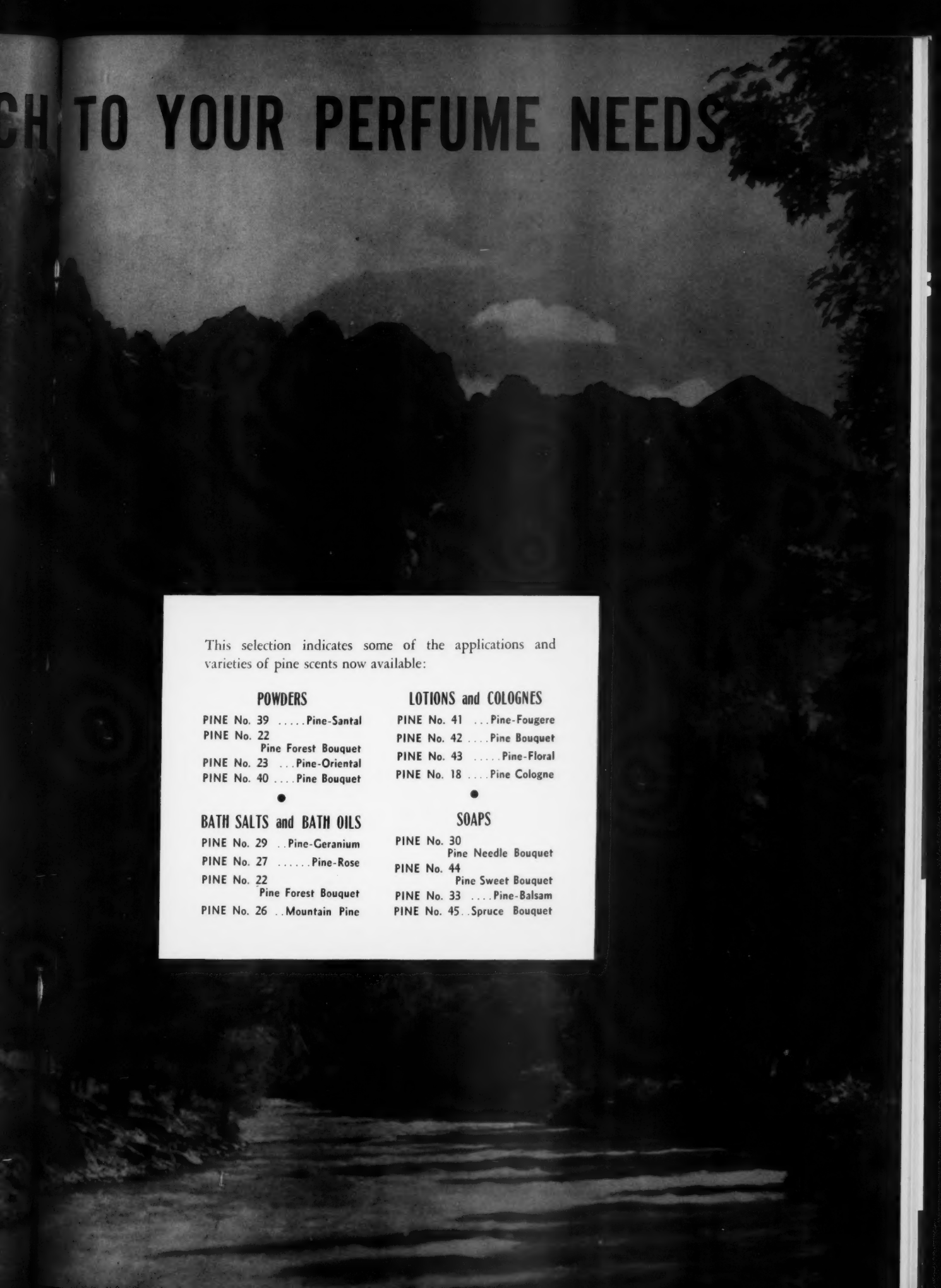

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oil. This is a non-volatile substance dissolved out from the peel by the expressed essential oil.

CASSIA OIL

Cassia oil is completely soluble in 2 volumes of 80 per cent. alcohol, and usually in 3 or 4 volumes of 70 per cent. alcohol. The solubility is impaired by most adulterants, such as rosin, heavy petroleum oil or gurjun oil. The main constituent to which the odor of this oil is chiefly due is cinnamic aldehyde. A small quantity of cinnamic acid, due to oxidation, are also present in the oil. A terpene and the acetic esters of cinnamyl and phenylpropyl alcohols also exist in very small amounts. A stearoptene is also present. Very small amounts of salicylic aldehyde and coumarin also contribute to the odor of the oil.

CITRONELLA OILS

Ceylon citronella oil contains about 10 to 15 per cent. of terpenes, which include camphene, l-limonene, and dipentene. Geraniol, borneol, citronellal, methyl-eugenol, methyl-heptenone, isoamyl alcohol, isovaleric aldehyde, valeric acid esters, alpha-terpineol, thujone, nerol, esters of citronellal, and farnesol have all been detected in this oil.

Java Citronella oil owes its odor principally to citronellal with geraniol and some citronellol. Traces of methyl-eugenol are present, and about 0.2 per cent. of citral.

LEMONGRASS OIL

Citral is said to be the only aldehyde present in this oil, with the exception of traces of decyl aldehyde and citronellal. Methyl heptenone is present as well as geraniol, l i m a l o l, dipentene, and limonene.

PERFUME BASE PATENT

(*A*) φ-Ionone is converted into ionone or φ-methylionone into methylionone by heating (at the boiling point) with 55-80% aqueous formic acid. (*B*) α-Methylionones *a* and *b* (containing not greater than 35% of *a*) are separated by agitation with 60-90% aqueous formic acid (at 50°), and removing the undissolved *b*; the oil that separates on cooling is largely *A*. *W. C. Menly, U. S. Patent 2,080,497 and 8.*

NEW AROMATIC CHEMICAL

Most unsaturated cyclic ketones react weakly with ethyl chloracetate in presence of sodium alcoholate; 1, 1, 4-trimethyl cycloheptene-3-one-5 is stated to have proved an exception, and to be easily reacted with an alkaline alcoholate to give a glycerin ester that can be saponified to an acid, and the acid then deprived of a carboxyl group to provide the desired aldehyde. The method of preparation proposed is to add a mixture of 32 Gm. of 1, 1, 4-trimethyl cycloheptene-3-one-5 and 39.4 Gm. of ethyl chloracetate, drop by drop and under constant agitation, to a solution of 23.1 Gm. of sodium methylate in 100 Gm. of benzene. The methylate solution is chilled to 10° C. and the ketone and chloracetate mixture are at a temperature not exceeding 20° C. The mixture is allowed to stand for twenty-four hours and neutralized with acetic acid. The ester can be removed by any usual process, and is found to have a boiling point of 124° C. at a pressure of 4 mm. of mercury. Its composition for the formula $C_{14}H_{22}O_3$ is calculated to give C=70.54% and H=9.31%; analysis gives C=70.48% and H=9.39%. Mix 36 Gm. of this ester with 20 Gm. of potassium hydroxide in 50% solution and 60 cc. of water, and the mixture is warmed to 30° C. Then 13 Gm. of oxalic acid is added and warming in a water bath is continued until the reaction no longer gives off carbon dioxide. The aldehyde can be removed from the remaining solution by means of a steam current. Its formula is given. *Chemist and Druggist.*

NICOTINIC ACID AND ACNE

The author gave 50 mg. of nicotinic acid twice daily to 46 university students with acne. Thirty-eight of the patients were followed and were examined after 4 and 8 weeks. Sixteen per cent. had good results, 39% fair and 45% showed no improvement. Thus 55% of the patients improved. The only unpleasant reaction observed in the group was transitory redness, burning or itching in the flush areas of the face, chest, and arms. This reaction could usually be avoided by taking the drug immediately after meals. The author was unable to explain the mode of action nicotinic acid in these cases, but it may be noted that it is one of the factors in liver, which has been repeatedly advocated in the treatment of acne. The author believes he noted a very marked beneficial effect on the seborrheic tendency of the skin. He is not convinced that the improvement can definitely be attributed to nicotinic acid, but it is a simple and apparently harmless drug which seems definitely to be of benefit in this condition. *F. W. Lynch, Arch. Derm. Syph. vol. 42, p. 481, 1940.*

DRUGGISTS' EMULSIONS

A mortar and pestle in the hands of a skilled pharmacist are still the best all-round utensils for making emulsions, according to William J. Husa and Charles H. Becker, of the University of Florida, in four papers published recently in the Scientific Edition of the *Journal of the American Pharmaceutical Association.*

In perhaps the most exhaustive scientific investigation of emulsification techniques ever made, Husa and Becker studied the English method, the Continental method and the use of such apparatus as a hand egg beater, an electric malted milk machine and a hand homogenizer. Their results, some of which challenge many previously accepted beliefs concerning emulsions, may be summarized as follows:

1. The English method, in which a mucilage is prepared from the water and gum before adding any oil, has no advantage over the Continental method, in which powdered gum is triturated with the oil and a portion of the water added all at once to form the primary emulsion. It takes about twice as long to make an emulsion by the English method as it does by the Continental method, and the appearance, stability, range of emulsification and average size of oil globules of the finished products of both methods are about equal.

2. The commonly accepted belief that a smaller proportion of acacia may be used in the English method than in the Continental method is incorrect for all practical purposes.

3. The hand egg beater makes emulsions of about the same quality as those made with a mortar and pestle. Its use does not save time and is less convenient.

4. Electric mixers designed for use at the soda fountain are suitable for use in making emulsions, preferably by the English method.

5. By use of a hand homogenizer, excellent emulsions may be prepared from cod liver oil and linseed oil when using as little as 0.013 part of acacia for four parts of oil. Hence this method of emulsification is very advantageous when the quantity of acacia prescribed is less than the 4-1 proportion. Better emulsions of linseed oil may be prepared by this method than by use of the electric mixer or mortar and pestle. However, in the case of viscous oils, such as castor oil and mineral oil, the hand homogenizer does not give as good results as the electric mixer or mortar and pestle.

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ADVANCING THERAPY

BURN TREATMENT

Ross and Hulbert report the results they obtained with silver nitrate, tannic acid and gentian violet in the treatment of 5 severely burned airmen; 4 were admitted to their care within eight and 1 forty-eight hours after injury. The treatment followed in each instance closely paralleled that advocated by Dennison in 1939. The immediate coagulation method proved completely successful in their 5 cases. Sepsis and pulmonary complications were absent, despite the variety of anesthetics used. The method is a definite advance on the treatment of burns, especially in war surgery. Thorough gentle cleansing of all loose epithelium is essential before the solutions are applied. Splinting the burned limbs to ensure rest and to prevent contractions is essential. No other dressings are required. The results justify the exacting routine of repeated applications of gentian violet, silver nitrate and tannic acid solutions to produce a dry smooth coagulum. *Brit. Med. J. vol. 2 p. 693.*

DIHYDROTACHYSTEROL

Treatment for hypoparathyroidism has been so simplified that even blood calcium estimation is eliminated. Calcium level is raised by dihydrotachysterol and the level gaged by Sulkowitch test for calcium in the urine. Dihydrotachysterol is a photochemical derivative of ergosterol. Normal blood calcium is 9.5 to 11 mg. per 100 cc. A parathyroidectomized person has 5 to 7 mg. Above 11.5 mg. large amounts are excreted in the urine and danger of nephrolithiasis or nephrocalcinosis exists. At 16 mg., death from hypercalcemia is likely. A patient with parathyroid tetany should have no calcium in the urine. Dihydrotachysterol is administered until urine tests show a moderate amount of calcium. If large amounts appear, the dose is reduced. Sulkowitch reagent consists of oxalates buffered to such *pH* that when equal amounts are added to the urine calcium will come down in a fine white precipitate of calcium oxalate. The absence of a precipitate indicates no calcium, a fine precipitate indicates a moderate amount and satisfactory range. A precipitate giving a milky appearance indicates danger of hypercalcemia. The patient does his own tests and modifies his dosage accordingly. Dosage begins with 3 cc. dihydrotachysterol daily until calcium appears, then drops to a maintenance level of 1 cc., three to five times a week. *Fuller Albright. J. Am. Med. Assoc., 112 (1939), 2592.*

DIETHYLAMINOETHOXY-2-BIPHENYL

One thousand two hundred sixty-two F administered orally in a dose of 50 mg., taking 150 to 200 mg. per day, is very well managed and supported, in subjects having profound alterations of the kidney and heart. It exerts a remarkable influence upon the pain of an anginus type, exhibiting activity in the great majority of cases and, in particular when accentuated electrocardiographic deformations exist, very probably producing a coronary intervention. Without a doubt, the supposed casual lesion is not removed but its regrettable consequences are quickly attenuated, and perhaps also prevented since better results are obtained, than with 883 F in pure anginas. Active exhaustion, sometimes observed with the new drug has not been observed with that of the older. The choice of the two depends upon the indications, the authors have sometimes made comparative measurement in certain diseases to decide which was preferred. The medicament has not in any way been found harmful to the heart. *A. Clerc.* and *J. Sterne. Presse med., 85-86 (1939), 1517.*

CHEMOTHERAPY OF SULFONAMIDES

The following generalizations may be drawn from the results obtained up to the present. (1) Nuclear shift or replacement of the NH_2 or SO_2NH_2 groups and additional nuclear substitution all tend to diminish or destroy the therapeutic activity. (2) Substitution in the NH_2 group tends to lessen activity; acylation reduces toxicity; multiplication of sulfonamide groups diminishes activity. Compounds have no action against pneumococci, and their toxicity and stability are altered rather than their efficacy or range. (3) Substitution in the SO_2NH_2 group. Higher alkyl groups decrease whereas *p*-amino and *p*-nitro phenyl substituents increase activity. Alkyl groups decrease toxicity. Alkanolamino derivatives have less action against streptococci but equal action on meningococci. Range is increased to include pneumococci and staphylococci. The mode of action, pharmacologic studies and clinical observations are discussed. *C. R. Addinall. Merck Repl., 49, (1940), No. 2, 24-26.*

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Apparently the most logical approach to formulating stable ointments is with emulsions of the O/W type. They are easy to formulate and from a cosmetic standpoint they approach the ideal in consistency, color and spreading qualities. Inherently, this emulsion system possesses a stability that has much to recommend it. It is possible to incorporate large amounts of water without upsetting the equilibrium of the two phases; a total of 70 per cent. as the dispersing phase is not at all unusual. A large series of emulsifiers were tried out with the following objectives:

1. One that would promote O/W emulsions.
2. One that would promote emulsions stable to nearly all medicaments the pharmacist might be called on to incorporate.
3. The emulsifier must be economical to use. The finished emulsion should compare favorably in price with petrolatum.
4. The emulsifier should permit the use of at least fifty per cent. water concentration, otherwise the ointment cream approaches petrolatum in greasy characteristics.
5. The material used must lend itself to both extemporaneous and stock preparation of ointment emulsions.
6. The emulsifier to be readily available and its composition known.

The results of the work indicate that a mixture of one-half per cent. sodium lauryl sulfate and eight per cent. cetyl alcohol appears to fulfil the conditions named. From a practical standpoint cetyl alcohol in itself is not a strong enough emulsifying agent for general use; it requires the use of a booster or auxiliary agent. Sodium lauryl sulfate is not only compatible, but in itself is an outstanding emulsifier. The following serves to illustrate the composition of the emulsion minus any medication.

	Per Cent.
Sodium lauryl sulfate	0.5
Cetyl alcohol	8.0
Cocoa butter	6.5
Petrolatum Alba	20.0
Water	65.0

Water content has been retained at a fifty per cent. ratio in ointment emulsions in which medication is added. There is no reason other than that this water ratio is a convenient amount to work with and gives satisfactory results. The following chemicals have been incorporated in this emulsion system, either separately, or combined in varying percentages:

Salicylic acid 3%/c Benzoic acid 6%.

Juniper tar (Oil of cade) 10%/c Salicylic acid 3%.

Coal tar 5%.

Kaolin 10%/c Sulfur precipitated 10%.

Ammoniated mercury 5% and 10%.

Sulfur precipitated 10%.

Phenol 2%.

Sulfathiazole 1%.

Balsam Peru 10%/c Sulfur precipitated 10%.

Salicylic acid 2%/c Sulfur precipitated 5%.

Calamine 8%.

A. J. Gibson, H. E. Parker, A. Almus, J. Am. Pharm. Assoc., vol. 30, p. 196, 1941.

EPHEDRINE SULFATE SOLUTIONS

The authors, in an attempt to manufacture a scientific and effective nasal preparation, first set up the specifications to which the ideal preparation should conform and then prepared three solutions containing one-half per cent., one per cent. and two per cent. ephedrine sulfate, respectively, which embraced the conditions set forth for the ideal solution. A preparation fulfilling these requirements should have the following properties:

The solution should contain an effective vasoconstrictor in aqueous solution.

The tonicity of the solution should approximate that of the blood stream very closely, thus producing more effective absorption of the active ingredients, as well as partially eliminating its irritant properties.

The preparation should be buffered to the pH level that is consistent with comfort and effective treatment of inflammation of the nasal mucosa.

The solution should be adequately preserved in order to prevent the growth of various microorganisms in the preparation which might in some cases cause the subsequent reinfection of the patient.

Ephedrine sulfate was chosen as the vasoconstrictor because it is so well adapted for use in nasal preparations. This compound has marked vasoconstrictive properties, is stable in aqueous solution and is readily obtainable. The preservative used to prevent the growth of microorganisms in the solution upon exposure to infection was 0.04 per cent. of a combination of 65 parts methyl p-hydroxy benzoate and 35 parts of the propyl compound. The compound produces no irritation and has proved to be effective.

To obtain an isotonic solution, buffered at proper pH level, two separate isotonic 0.5 per cent. ephedrine sulfate buffer solutions were prepared. One solution consists of an alkaline isotonic buffer solution, buffered with dibasic sodium phosphate and the other consists of an isotonic acid buffer solution, buffered with monobasic potassium phosphate. The phosphate salts were chosen as buffer system because they are one of the natural buffer systems of the blood and also because of their great buffering power. These two buffered isotonic solutions were then titrated one against the other until the proper pH was attained. The ideal isotonic nasal preparation, insofar as the removal of irritant properties is concerned, is one whose pH is the same as that of the nasal secretions (approximately 7.2). The above solution was adjusted to a pH of 6.7 because experimental results proved that a solution which is within the pH range of 6.0 to 7.6 is also non-irritating. In addition, a solution which is slightly acid in reaction is much more effective in the treatment of colds and sinus troubles.

The following formula for preserved, isotonic, buffered ephedrine nose drops was obtained and is suggested for inclusion in the next edition of the National Formulary.

Ephedrine sulfate	0.5 g.
Potassium phosphate monobasic	0.5
Sodium phosphate dibasic	0.5
Potassium chloride	0.15
Sodium chloride	0.15
Dextrose, anhydrous	0.9969

Preserved water to make 100 cc.

If a one per cent. solution of ephedrine sulfate is desired, the amount of dextrose in the above formula is reduced to 0.7867 g., and for a two per cent. solution the dextrose is reduced to 0.3663 g. The quantities in the above formula must be weighed accurately on an analytical balance and made up to the indicated volume in a volumetric flask in order to obtain the desired tonicity and pH values. In addition the chemicals used must be of the highest purity. *G. A. Tozer and L. Arrigoni, J. Am. Pharm. Assoc., vol. 30, p. 189, 1941.*

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Every lipstick, eyeshadow, rouge, mascara and powder carrying your name and trade-mark is judged as a gage or test of merit by the women of America. They are justly critical, these women, their instinct for excellence unerring.

It has been Kelton's proud privilege for years to supply many of the country's foremost brands with quality standard that wins unanimous acclaim. Retaining this standard for others suggests the ability to do as much for you.

Samples that are pleasing millions of women will be mailed the minute your letterhead says, "ship".

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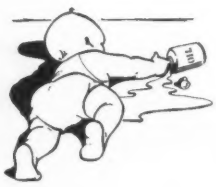
ATLANTIC WHITE OILS

READERS'



BABY OINTMENT: I intend to market a formula for use on infants' skin for diaper rash and would like your comment. In the small number of cases tried it has already proved successful. Is chlorthymol a suitable antiseptic or would you suggest another? Brooklyn.

We see no reason why chlorthymol cannot be used in your mixture, but, on the other hand, the zinc oxide in your ointment is probably sufficiently antispetic and astringent so that the addition of chlorthymol is unnecessary.

STABILIZING JELLY: We are interested in obtaining an efficient stabilizer for a vaginal jelly, the base of which is a vegetable gum and the active ingredients lactic and boric acids, and oxyquinolin sulfate. We have found experimentally, that the jelly separates into a gummy mass and a water-like fluid after approximately ten months. It is important that the jelly be stable for about two years. We would appreciate any recommendations or assistance you can give us. New York City.

It is quite difficult to preserve a jelly such as yours for the two year period that you require. You might try the addition of one-tenth of one per cent. of methyl parahydroxybenzoate, which, under the acid conditions of your jelly, should be effective as a preservative.

DEODORANT CREAM: Please send us formulas for deodorant creams of the vanishing type to be used as a working basis for developing such a cream. Jamaica.

Deodorant paste is usually based upon petrolatum, benzoinated lard, or hydrogenated fats, with a substantial proportion of zinc oxide and benzoic acid to act as the active astringent and deodorizing ingredients. An actual vanishing cream type is based on any suitable standard vanishing cream, plus the addition of about 3% of hexamethylene tetramine. This mixture is not altogether free from irritation, however, so-called greaseless antiperspirant creams are based upon aluminum sulfocarbolate or aluminum sulfate in an acid stable emulsifier. Most of these latter are branded products, but you may be able to prepare the type of cream you are interested in by using a mixture of about two per cent. sodium lauryl sulfate, 20% glyceryl monostearate and the rest water. Some of the water is withheld from the batch in the making and enough of the aluminum salt added to it to give about a 10% concentration in the finished product.

FILLING TINCTURE OF IODINE: Can you suggest any type of metal suitable for use in the filling of Tincture of Iodine? We use a regular vacuum type six-head filler and have experienced considerable difficulty with this liquid as it seems to attack most metals which we have used so far. Los Angeles.

The problem in filling any U. S. P. product such as Tincture of Iodine involves not only prevention of corrosion of filling equipment, but also preventing contamination of the product. We have made several inquiries and the consensus confirms our first impression that either stainless steel or hard rubber nozzles may be successfully used, corrosion and contamination being at a minimum with both of these materials. Hard rubber must be chosen with care and previously soaked in dilute sodium hydroxide solution to remove any possible free sulfur in the product.

AMMONIA SUBSTITUTE: As you no doubt know, the supply for commercial purposes of Ammonium Carbonate and Ammonia Water is very scarce, and it is almost impossible to secure additional material of this type for use in permanent wave solutions. We are writing to inquire if you have any suggestions as to a substitute material that is available for this type of preparation. We would appreciate any information or help you can give us along this line. St. Louis.

Certain organic alkalies, such as triethanolamine, have from time to time been recommended as substitutes for ammonia in permanent wave solutions. Not only are these less satisfactory, but they are also likely to be just as scarce as ammonia in the future. Caustic soda, sodium carbonate, and other alkaline materials can be used in permanent wave formulas depending only upon pH for their action. However, these very active compounds must be used very carefully and we can only recommend an extensive research program based on the use of these strong alkalies in combination with buffering agents to reduce and prolong their activity.

FADING HAIR DYE: I have made a hair dye out of green walnuts which gives a good color, but the color fades when the hair is washed. What could be added to the solution to prevent fading? Guatemala.

The reason why more natural hair dyes are not in use is that they all seem to have one disadvantage or another, usually lack of fastness being the worst trouble. Hair dyes, aside from being non-toxic, must be stable to water, to shampoos, to acid (from perspiration), and to light. Very few natural products giving satisfactory tints can be expected to fulfill these requirements. The addition of small amount of tannic acid to your solution may possibly improve its fastness (if it acts in a manner similar to basic dyes), but this is by no means uncertain.

QUESTIONS

PREVENTING RANCIDITY: What is a good antioxidant to prevent rancidity in creams containing from 15-18% of vegetable oil? We are using one of the esters of parahydroxybenzoic acid as a preservative plus the usual percentage of a certain product supposed to be effective as an anti-rancid agent. We don't find this very satisfactory. Long Island City.

We have had considerable luck with hydroquinone to the extent of one-tenth of one per cent. as an antioxidant for vegetable oils. Unfortunately, it has a tendency, as have other antioxidants, of turning brown in the presence of excess alkali. It may be useful in your cream, however.

AFTER SHAVE EMULSION: I am interested in making a linseed oil cream and would like your suggestion as to a good anesthetic to be included in the preparation. I should also like to know why an after shaving milk that I am preparing, breaks down and would appreciate your suggestions as to how to stabilize the mixture. Chicago.

Your after-shave cream emulsion broke because acid materials such as zinc sulfocarbolate, oxyquinoline sulfate, and boric acid are not compatible with an alkaline emulsifying agent such as glyceryl monostearate. This latter material is also supplied for acid emulsification, and will assist you in preparing a stable lotion. Benzocaine is as good a local anesthetic as you can obtain and can be incorporated in your linseed oil burn cream.

SOLUBILIZING ESSENTIAL OILS: We would like to know if you can tell us of products which help in solubilizing aromatic oils in water to give a clear solution? The product should not have a strong odor in itself and its possible reactions with components of the oils should be known in order to permit modifications to avoid troubles. Sao Paulo.

Four soap and soap-like substance were found to be most useful in making water-soluble perfume oil mixtures, according to Albert and Wyburn, writing in Australasian Journal of Pharmacy. These were a saturated solution of potassium oleate (20 per cent.), a saturated aqueous solution of potassium ricinoleate (33 per cent.), a triethanolamine linoleate solution containing free triethanolamine, and ammonium ricinoleo-sulfate. The potassium oleate is made by heating to 100°C. 17g. of oleic acid and 3.8 g. of potassium hydroxide dissolved in 80 cc. of water and then diluting to make 100 cc. PH was adjusted by the addition of oleic acid or potassium hydroxide until the sample gave a faint pink color with phenolphthalein which vanished on the addition of an equal volume of alcohol. Potassium ricinoleate wa made by similar reaction between castor oil fatty acids and potassium hydroxide, while a similar procedure was utilized with linseed oil fatty acids and triethanolamine. Ammonium ricinoleo-sulfate is a commercial product, namely, concentrated Turkey red oil, ammonia finish. It must be made more nearly neutral by the addition of ammonia, avoiding complete neutrality, since the product will then be too thick to pour. The mixing equipment must be thoroughly dry, and the perfume oil must be so thoroughly mixed with the solubilizing soap that no traces are left insoluble. The product is usually a slightly viscous, clear amber liquid which may be diluted with water to any extent without losing its transparency.

SKIN PEEL: Can you give me a formula for a lotion or paste that would produce a light skin peel, and directions for its use? I should also appreciate instructions on how to mix the formula and directions as to how often the formula can be applied. St. Joseph.

Skin peeling preparations are usually based upon the keratolytic action of salicylic acid. However, we can give you no further information than this about them and strongly advise against their use. The degree of skin peeling in the hands of an inexperienced operator is difficult to control and the operation sometimes results in serious infections.

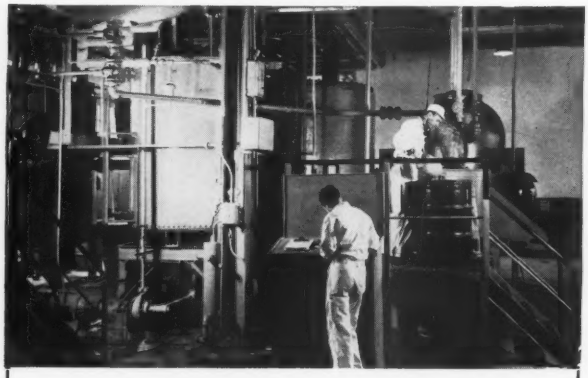
FILTERING QUINCE SEED MUCILAGE: How can I filter a quince seed mucilage solution so that it will be perfectly clear? New York.

Quince seed mucilage is much too thick to be filtered through filter paper and should first be squeezed through several thicknesses of cheesecloth. Pressure should not be too great and should be applied slowly to permit the mucilage to pass through the cloth without seed fragments accompanying it. Second filtration through finer cloth or rubbing through a fine mesh metal screen should complete the operation and result in a perfectly clean product.

STAIN REMOVER: Can you give me any information as to what chemicals are best for removing hair dyes and nicotine from the hands? Houston.

As far as we know nicotine can be removed only by the application with a brush of finely powdered pumice mixed with soap or by using vigorously one of the sand soaps available on the market. Sodium hydrosulfite is the chemical usually used in removing para hair dye stains from the skin. Unfortunately, it is not always successful

INCREASED FACILITIES REFLECT *Confidence* IN CALCO PHARMACEUTICALS



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Nicotinic Acid Amide **Mandelic Acid U. S. P.**
Diethylamide of Nicotinic Acid (Nikethamide) **Calcium Mandelate**
Sulfanilamide U. S. P. **Methylene Blue U.S.P. (Powder—Crystals)**
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Glutamic Acid HCL **Saligenin**
2-Methyl-1, 4 Naphthoquinone

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PHENOBARBITAL
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TETRA-IODO-PHENOLPHTHALEIN SODIUM
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CONCENTRATED SHAVING CREAM BASE

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PURCHASING DEPARTMENT

AUGUST MOVEMENTS

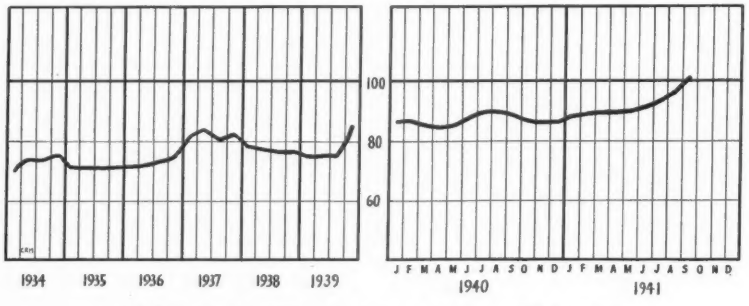
Up

Agar agar 35c
Aloin 65c
Anethol 5c
Anise oil 28c
Arabic gum sorts 5c
Powd. U.S.P. 10c
White No. 1 10c
Asafetida 25c
Benzaldehyde 25c
Bois de Rose, Braz. 25c
Buckthorn bark 10c
Calcium Glycerophosphite 15c
Camphor Japanese 40c
Camphor oil Sassafrassy 6c
Canaga oil Native 75c
Rectified $1
Cantharides Chinese 1½c
Cardamom oil 50c
Cassia oil Redist. $1.50
Celery oil $8
Citronella oil Ceylon 45c
Java 39c
Cod liver oil $7
Coriander oil $3
Cumin seed Morocco ½c
Erigeron 10c
Eucalyptol 35c
Eugenol 10c
Gentian root 5c
Geranium oil Africa $1
Bourbon $1
Hydroxycitronellal 90c
Jalap root 1c
Japan wax 12c
Lime oil dist. 50c
Menthol Japanese $2
Chinese $2
Musk Tonquin $3
Oleoresin ginger 40c
Papain $1
Peppermint oil Nat. 45c
Redist 50c
Petit Grain oil S.A. 10c
Pine Needle oil 30c
Plantago seed blond ½c
Podophyllin 75c
Rhubarb HD 24c
Rosemary oil 5c
Safrol 40c
Sassafras oil Art. 25c
Senega root 5c
Sodium glycerophosphite 3c
Thyme oil red 15c
white 10c
Thymol 45c
Valerian root 22c
Vanilla beans Mex. cuts 50c
Mex. whole 50c
Wormseed oil 30c

Down

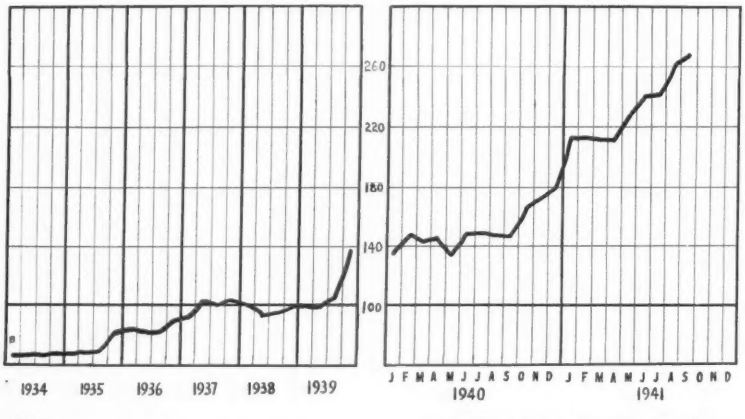
Dandelion root 5c
Fennel oil 50c
Lemon grass oil 10c
Mullein flowers 25c
Patchouli oil 6c
Sarsaparilla root Honduras 4c
Mexican 1c
Stramonium oil 10c

25 Cosmetic Raw Materials—Unweighted Price Index. 1926=100.



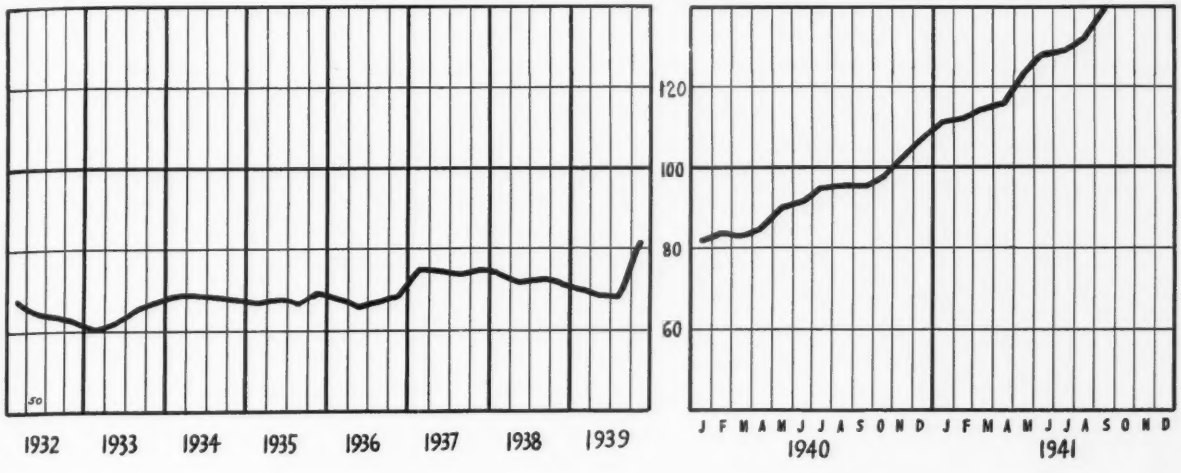
The cosmetic raw materials index advanced to 101.1 from the previous 96.7. Gum arabic advanced 10 cents to 45 cents a pound; candelilla wax was 1½ cents more at 26½ cents; Japan wax jumped to 32 cents; menthol advanced $2 a pound to $7. Gum arabic was in short spot supply. This is one of the volume gums, shipments of which must arrive regularly in quantity from the primary market to forestall such a situation as has now developed.

15 Botanicals—Weighted Price Index. 1926=100.



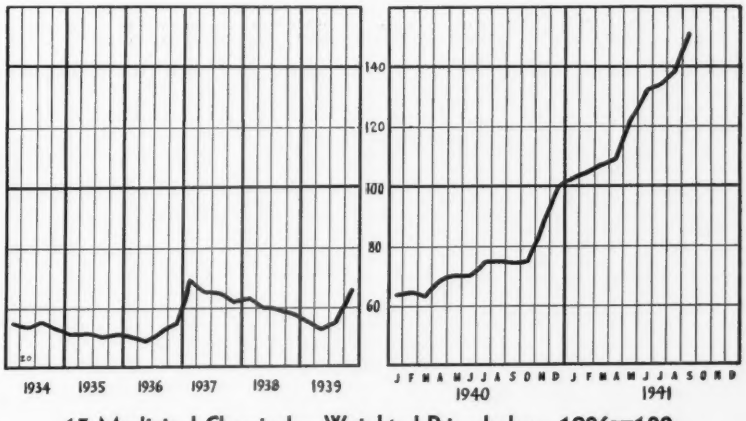
The botanicals index advanced to 268.1 from the previous 261.1. Agar agar was up 35 cents a pound to $1.95; gentian advanced 5 cents to 70 cents and rhubarb was sharply higher at 60 cents. Rhubarb root comes almost entirely from China. Concern is again being felt regarding production of domestic botanicals. There is a more stringent shortage of labor for collecting wild plants, roots, etc. than has been the case in many years.

50 Raw Materials—Weighted Price Index. 1926=100.



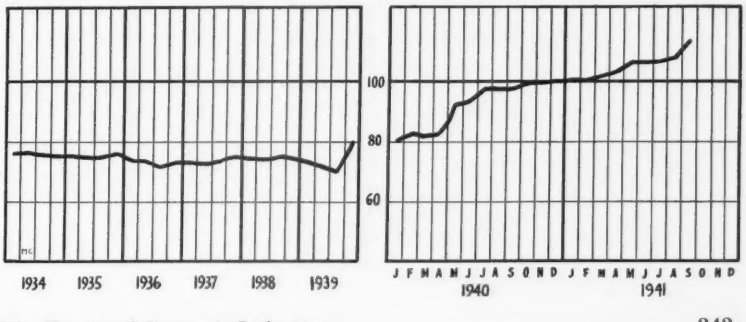
The price index of fifty commodities for August, 1941 increased from 132.2 to 140.2. The invasion of Persia (Iran) by British and Russian forces put supplies of at least ten additional commodities in jeopardy. Those items most likely to be affected are: tragacanth gum, quince seed, asafoetida, myrrh gum, gum mastic, nutgalls, olibanum gum. Gum tragacanth is in low spot supply. Some new crop gum may have been shipped from Persia but this is uncertain.

15 Essential Oils—Weighted Price Index. 1926=100.



The essential oil index was up to 151.0 from the previous 138.2. Anise advanced to $1.10; Bois de rose was 25 cents more at $3.50; Cananga was higher at $9.50; cassia advanced to $4.50; citronella jumped to $1.15; geranium was up to $16 and peppermint oil was up to $3.75. There were no declines in the group of oils making up this index.

15 Medicinal Chemicals—Weighted Price Index. 1926=100.



Medicinal chemicals index advanced to 113.9 from the previous 107.9. Cod liver oil was up to $85 a barrel; mercury was higher at $199 a flask and menthol was $2 a pound more at $7. The situation in menthol is acute. No Japanese goods can be expected and shipment of new crop goods from China is doubtful. An interesting development in the mercury market was the report from Leon Henderson that prices for this item are too high.

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• Prices quoted in this section were current on the first of this month.

BOTANICALS

A market report on botanical drugs these days is extremely difficult to prepare. In brief, it consists of what we may read in the newspapers, hear over the radio and experiences of our own.

Only Spain and Portugal are left as sources of supply from Continental Europe. They are producing a number of botanicals, including aconite, althea, ergot, gentian root, laurel leaves and St. John's bread. However, licenses must be secured to transfer funds to these countries and all business done is highly precarious.

Spain's economic condition is poor and most of the shippers are new and apparently, without experience. Some of the qualities have been abominable and contracts, in general, have been honored more in the breach than in the observance.

With the exception of ergot, nearly every article of Spanish and Portugese origin is scarce and difficult to obtain.

From time to time, shipments from French African possessions have reached this market, including coriander, horehound, red squill, sandarac and a nominal amount of orris. Considering present newspaper accounts of our relations with the Vichy government, no one can predict how long these shipments will continue.

Egyptian materials, such as acacia, colocynth, henna and senna are subject to trans-shipment and long and hazardous delay. Costs of transportation have been extremely high.

Botanicals from other African sources have been most irregular in arriving because of steamer scarcity.

India, an important source of our materials, has had a particularly bad shipping situation. Senna purchased for February-March shipment is still awaiting steamer space. This is an unusual delay but boats are few and far between, resulting in spot scarcities and much inconvenience.

Japanese steamers carrying agar agar, camphor, menthol, etc. (much of which has already been paid for by American importers) have returned to Japan. Everything depends on international developments but, at the moment, there is no replacement in sight for these important Japanese products.

Likewise, Chinese products are in grave question. Most shipments have arrived here lately on Japanese steamers, the goods having been transshipped at Kobe. The few American boats still in the service will surely prove inadequate for commercial needs. Then, of course, as the war shifts, first one and then another source may be cut off, resulting in actual scarcity of Chinese materials.

Our Latin American neighbors are becoming increasingly important as sources of supply but it is a slow, gradual progress. Naturally, much educational work on qualities and standards has to be done and with one or two exceptions, too much reliance cannot be placed on South America for immediate replacement of goods formerly produced elsewhere.

Labor shortage has affected the gathering of many domestic items at a time when every effort is being made to increase both the quantity and number of domestic collections and to encourage the gathering of new drugs. It is too early to give a complete summary of this year's accomplishments but in few, if any, items are the crops up to earlier hopes. Already wide advances, doubling and trebling normal prices, are being offered collectors to produce supplies of some of our badly needed products.

Below is a partial list of botanicals in moderately good supply:

Aloes, Curacoa, USP
Aloes, Cape
Angelica Root, Domestic
Anise Seed, Star and Green
Arabic Gum
Areca Gum
Asafoetida Gum
Benzoin Gum
Berberis Root
Black Haw Bark
Blood Root
Boneset Herb and Leaves
Buchu Leaves
Cardamom Seed
Cascara Bark
Cassia Bark
Chamomile Flowers
Cinchona Bark
Cube Root
Dandelion Root
Derris Root
Doggrass
Ephedra Herb
Ergot
Fennel Seed
Foenugreek Seed
Galangal Root
Ginger Root
Golden Seal Root
Grains of Paradise
Grindelia Herb
Henna Leaves
Horehound Herb
Ipecac Root
Irish Moss
Jalap Root
Juniper Berries
Kamala
Karaya Gum
Kola Nuts
Lady Slipper Root
Laurel Leaves
Lavender Flowers
Lemon Peel
Licorice Root
Lobelia Herb
Mandrake Root
Myrrh Gum
Nutgalls, Aleppo and Chinese
Oak Moss
Olibanum Gum
Orange Peel, Sweet and Bitter
Pake Root and Poke Berries
Pichi Tops
Pink Root
Prickly Ash Bark
Psyllium Seed
Pyrethrum Flowers
Quassia Chips
Quince Seed
Rose Buds, Pale
Rosemary Leaves
Sabadilla Seed
Saffron, Spanish
Saint John's Bread
Sandalwood Chips
Sarsaparilla Root, All Grades
Sassafras Bark, Select
Senega Root
Senna Leaves T. V.
Sloe Berries
Soap Bark
Squill, Red
Squill, White
Tamarinds
Tonga
Tonka Beans
Tragacanth Gum
Uva Ursi Leaves
Valerian Root
Wahoo Bark
White Pine Bark
White Pine Compound
Wild Cherry Bark
Wormseed, American
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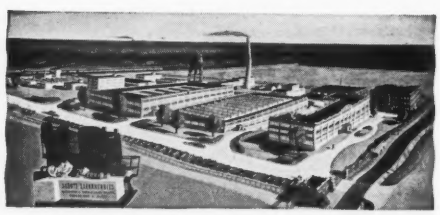

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GUMS

The news of the invasion of Iran by the British and Russian forces automatically brought forth the threat of stoppage of Persian supplies, and certainly interference and delay. There are some eight or ten fairly important raw products originating in Persia, the outstanding one being gum tragacanth.

Unfortunately the Persian situation finds tragacanth stocks in this country at low ebb. A new crop is in the course of being shipped. Importers were hopeful that a large amount of advance orders may have gotten on board vessels, but no direct information has been received that such is the case.

The following quotations on gum tragacanth applied as this was written: Number 1 gum from $3.40 to $3.65 a pound, number 2 gum from $2.70 to $2.80 a pound.

Other items similarly affected by the Persian development are quince seed, asafoetida; and partially affected are myrrh gum, gum mastic, nutgalls, and olibanum gum.

Gum Karaya is reported to be in an exceptionally bad way. While this item comes almost entirely from India, the shipping situation there has been acute for some time and has not improved to date. Importers are unable to obtain any definite assurance that orders will be filled or when cargo space will be available. Spot prices ranged up to 33c a pound as to quality.

Gum arabic stocks are reported low, with replacements involved and uncertain. Naturally spot prices have gone up with the following schedules now prevailing: amber sorts from 25c to 26c a pound; white No. 1, 45c a pound, and powdered USP grade 30c.

MERCURY

Mercury production at domestic mines in June established a new high, at least since the previous World War and probably since the period of the country's greatest output from 1875 to 1883, according to the U. S. Bureau of Mines. Output aggregated approximately 4,000 flasks, compared with 3,600 in May and a monthly average of 1,500 or less for many months prior to the present World War. New rich strikes contributed to production in June, and the sharp advance in the total may be temporary unless influenced by other factors.

Consumption continued high at 3,300 flasks, although dropping 200 flasks below the May total. For January through June, consumption totaled 21,600 flasks, compared with 12,500 flasks during the first six months of 1940. As a result of the excess of output over requirements for domestic consumption and exports, stocks gained during the month.

The price quotations for spot metal in August was $199 a flask; the trend during the month was upward.

As a part of the investigation of domestic deposits of strategic minerals by the Geological Survey, United States Department of the Interior, Clyde P. Ross, has made a preliminary examination of some little-known and almost undeveloped mercury deposits in parts of the Steens and Pueblo Mountain ranges, Harney County, Oregon. The two ranges together form an ill-defined shallow crescent of northerly trend. The deposits are more than 100 miles by road from railroads north of them in Oregon and south of them in Nevada and are in a sparsely inhabited country devoted mainly to stock raising.

Although mercury was discovered in the Steens and Pueblo Mountains forty years ago, the deposits have been very little explored and probably have yielded less than 10 flasks of mercury. The lodes are of low grade on the whole, but they contain rich pockets, some of which probably were formed in the zone of weathering. The deposits have not yet been adequately sampled. The mineralized area is so large and many of the reefs are so extensive that, if keen demand for mercury continues, this region might repay more thorough investigation by mining men that it has yet received.

Price Administrator Leon Henderson predicted that mercury prices will be forced down by substantially augmented supplies becoming available to civilian users. He said the entire Mexican supply of over 2,000 flasks a month is now going to the government stockpile and domestic mines have been relieved of the obligation of selling to the government.

Mr. Henderson said current prices are completely out of line and there is no reason for any private buyers to pay present levels. He asks that persons compelled to pay currently quoted prices communicate with his office.

VANILLA BEANS

It was reliably estimated that total United States imports of all grades of vanilla beans this year will approximate 900,000 pounds. Annual imports into this country average between 900,000 pounds and 1,200,000 pounds. It appears, therefore, that the showing this year will not be bad in total pounds of beans imported. The quality of extract, however, will not fare quite so well.

There has been an exceptionally large amount of Tahiti beans received in this market. So far this year imports of this grade amount to 125,000 pounds and it is generally believed that total imports will amount to 200,000 pounds by the end of 1941. Average annual imports from this source are only about 25,000 pounds. Although suitable for extract, Tahiti beans are of low grade. Never having been in great demand in this market the outlet for them prior to the war was Europe. At this time Tahiti beans are bringing about $5.50 a pound here.

The future position of vanilla is somewhat more unsatisfactory than the present supply position. Mexican production was stepped up sharply with the result that the next crop is expected to be small. There are no beans for sale in Mexico now, the production of 600,000 pounds having been disposed of.

Importers are continuing their efforts with Government authorities to effect release of Bourbon beans tied up in Madagascar by the British blockage. While prospects for Government intervention in the situation are said to be more encouraging, nothing definite has as yet been accomplished.

While on the subject of the Bourbon grade of vanilla, it is erroneously supposed that the total amount of the last crop in the Islands is still there awaiting shipment when and if permission is granted by the British Government. The fact of the matter is that not more than 125 tons of beans remain in Madagascar from the last crop which amounted to 225 tons. The balance of the crop is said to have been shipped to France. About 35 tons of Bourbon vanilla arrived in France during July alone, it is said.

The next crop of Bourbon vanilla will not exceed 160 tons, it is reported. Should this prove a fact, and should

(*Continued on page 352*)

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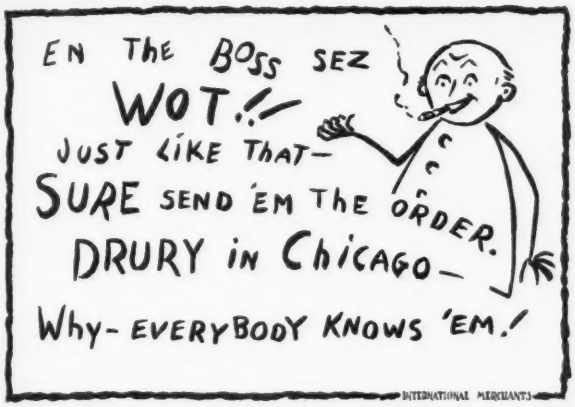

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Mexican production fall off, the American market will again have to draw heavily from the inferior grades of Tahiti and South America.

While spot prices are more or less nominal, the following quotations give an approximate idea as to what is being paid by manufacturing consumers. Bourbon beans $13 a pound; Mexican cuts from $13 to $13.50 and Mexican whole beans from $13.50 to $14.00.

MENTHOL

Some spot sales of menthol were made recently at $7.00 a pound but only in a small way. Sellers who disposed of any goods at all during the current trading period did so from stocks which cost considerably less, being unable to resist a sizable profit, rather than being influenced by a desire to move goods.

Consumers as a whole took a stand-off attitude. The concensus of opinion seemed to be that they would prefer to wait until October or November for stocks needed then, even should this necessitate their paying one, two or even five dollars more at that time, rather than buy at today's market price.

It is needless to say there will be no shipment of goods out of Japan. Receipt of goods from China are equally clouded in doubt as Japan is in control of exports from Shanghai.

Synthetic menthol has not played a very important part in this market recently, probably because ample supplies of natural menthol were available. There is some thought being given to allocating supplies of Java citronella oil, the raw material from which menthol is made, so as to insure substantial increases in domestic production.

The price of citronella oil has been steadily advancing, however, until the market is now characterized as nervous and erratic. Offers are now made which, when figured laid down in New York, are nearly double the prevailing price a month ago.

The reason given for the primary market position on Java citronella oil is scarcity of ship space, although this primary market view is discounted here. A speculative condition in the primary is more nearly the correct answer to the prevailing high shipment market. Prices of Java citronella oil, which are entirely governed by fluctuations in the primary market, are now quoted at as high as 92c to 97c a pound. The spot price at the outbreak of the European war was around 30c a pound. This development in citronella oil is hardly likely to stimulate the production of synthetic menthol. At any rate, based on raw material costs today, synthetic menthol must sell at high levels.

SHORTAGES

Products which are now very difficult to obtain in the domestic market and of domestic production are: Acetone, isopropyl alcohol, alcohols of all types, toluol, phenol, all the cresols, acetic acid, formic acid, nitric acid and chloracetic acid. Practically all chlorinated products, such as: chlorofrom, dichlor ethylene, benzyl chloride, benzal chloride, chlor benzol, chlorine, sodium meta bisulfite, zinc chloride, formaldehyde, methyl alcohol.

The shortage of these products naturally has an immediate effect on various finished products used as raw materials in perfumes, and a certain scarcity therefore exists in such perfume raw materials as: benzaldehyde, benzyl alcohol, benzyl acetate, cinnamic aldehyde, cinnamic alcohol, benzyl benzoate, phenylacetaldehyde and phenylpropyl alcohol.

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